

Q.630.7
i266
no.1341

1994 70th annual SUMMARY OF ILLINOIS FARM BUSINESS RECORDS



COMMERCIAL FARMS: Production / Costs / Income / Investments

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN / COLLEGE OF AGRICULTURE / COOPERATIVE EXTENSION SERVICE

CIRCULAR 1341

CONTENTS

Source of Data	1
Uses for This Report	1
Definition of Terms and Accounting Methods.....	2
Soil-productivity rating	2
Hay equivalents, tons	2
Sampling technique	2
Type of farm	2
Cost items	2
Return items	3
Recent Changes in Income on Illinois Farms	3
Farm business trends in 1994	3
Labor and management income	4
Family living expenditures	5
Income changes on Illinois farms	7
Northern and central Illinois farms	7
Southern Illinois farms	11
Livestock Enterprises	13
Hog enterprises	14
Feeder cattle and feeder-pig finishing enterprises	16
Dairy enterprises	18
Beef-cow herds	20
Sheep enterprises	20
Costs, Returns, Financial Summaries, Investments, Land Use, and Crop Yields for Different Sizes and Types of Illinois Farms.....	21

Q630.7
JL6C
no.1341

15x

SOURCE OF DATA

This report is based on data obtained from farm business records on 7,009 Illinois farms. It is the 70th annual summary of such records obtained from farmers cooperating with the University of Illinois Cooperative Extension Service, the Department of Agricultural Economics, and the Illinois Farm Business Farm Management (FBFM) Association.

At present, about one out of every five Illinois commercial farms with over 500 acres or total farm sales over \$100,000 is enrolled in this service, which grew steadily until 1982. Except for 1988, enrollment has declined slightly each year since 1982. One factor contributing to this decline has been the continued decline in the number of farms in the state. In 1995, 10 associations in 102 counties are being served by 66 full-time field staff and one half-time field staff specialist. Participation in this farm-business analysis program is voluntary; cooperating farmers pay a fee for the educational services.

The program's development since 1940 is shown below.

Year	Associa- tions	Counties partici- pating	Field staff employed	Farmers enrolled
1940	3	23	3	680
1950	8	59	15	2,760
1960	10	100	33	5,494
1970	10	102	42	6,553
1980	10	102	67	8,205
1990	10	102	70	7,192

Estimates for 1994 indicate that 90 percent of the 7,009 farms covered in this report are larger than 240 acres. For the most part, this 90 percent falls within the size of business that includes farms selling \$50,000 or more of farm products per year. In the 1992 Census of Agriculture, farms selling \$50,000 or more accounted for 91 percent of all sales from Illinois farms.

The segment of Illinois agriculture that includes farms with more than 180 acres is often referred to as "commercial farming." In 1992, there were 38,895 farms in Illinois with more than 180 acres and with sales of \$10,000 or more. The figures that follow, taken from the 1992 Census of Agriculture, show that these farms represented 75 percent of the 52,198 farms larger than 50 acres and that these farms produced more than 99 percent of the agricultural products sold from Illinois farms.

Acres per farm	Percent of all farms over 50 acres	Percent of census farms enrolled in FBFM	Number of farms enrolled in FBFM
180-499	38.6	9.2	1,856
500-999	24.4	18.2	2,320
1,000+	11.5	20.8	1,244

Although most of the 1994 recordkeeping farms covered in this report are within the two smaller size groups, the figures show that they are not distributed proportionately among the groups. There were 5,977 farms identified by the Census with more than 1,000 acres in 1992. About a fifth of these farms (20.8 percent) were enrolled in the Illinois FBFM Association. Of the 12,750 farms in the group having from 500 to 999 acres, 18.2 percent also participated in the farm record program. Only about 5 percent of the farms enrolled had fewer than 160 acres. The average size of all farms enrolled in 1994 was 799 acres, compared with an average of 368 acres for all Illinois farms.

The data presented in this report is the total of operator and landlord income, expenses, and investments in the farm business. The group averages are identified by size of business, type of farm, and quality of soil found on the farm. Where segments of Illinois agriculture are identified by these criteria, the data from recordkeeping farms may be used with reasonable confidence, even though the recordkeeping farms as a group do not represent a cross section of all commercial farms in the state.

USES FOR THIS REPORT

The management of a modern commercial farm involves decision making in the application of technology, the choice of a proper combination of crop and livestock enterprises, and effective business administration of the farming operations. A basic analysis of a farm business involves a careful study of past performance to detect problems and strengths in the farming operation. Also involved is the process of planning and developing future operations to realize the full potential of the land, labor, and capital resources available and to improve the economic efficiency of the farm business.

The farm-business summaries contained in this report are used by individual farmers to analyze their business operations and to develop plans for future farming operations. This report summarizes the information so that specialists involved in agricultural extension, research, teaching, and agribusiness activities may use the data to help them perform their duties effectively. The definition of terms and accounting measures on the following pages will be of assistance in using the data.

The first part of the report (Tables 2, 3, 4, 5, 7, and 8) summarizes selected recent changes in farm income on Illinois farms. It also identifies economic forces and factors that contribute to these changing trends. The data presented in Tables 5 through 8 are the total of operator and landlord data. Some of the data used in the text are drawn from previous issues of this report.

SEP 27 1995

UG Libran

The second section (Tables 9 to 18) presents data on livestock enterprises. The comprehensive and detailed information contained in this section is a valuable resource for anyone interested in livestock production. Because part of the feed grains and roughages produced on Illinois farms is marketed through livestock, the margins of income from livestock enterprises are important in interpreting the economic results of some farming operations.

The third section (Tables 19 to 27a) discusses costs, returns, financial summaries, investments, land use, and crop yields for different sizes and types of farms in northern, central, and southern Illinois. It is the total of operator and landlord data. It reports on the 25 percent of grain farms that received the highest return to management per dollar of cost and the 25 percent that received the lowest return. It also reports on two-man and three-man hog and beef farms. A two-man hog and beef farm uses from 21 to 27 months of labor; a three-man hog and beef farm, from 31 to 39 months.

DEFINITION OF TERMS AND ACCOUNTING METHODS

Soil-productivity rating

This rating is an average index representing the inherent productivity of all tillable land on the farm. Individual soil types on each farm are assigned an index ranging downward from 100. All ratings were revised in 1971 to reflect a basic level of management as outlined in Circular 1156 of the Illinois Cooperative Extension Service, *Soil Productivity in Illinois*. New land values were assigned in 1980. The adjustment of land values brings them to current market levels.

Hay equivalents, tons

To get the equivalents, we took the total of 1.0 multiplied by the pounds of hay, 0.45 multiplied by the pounds of hay silage, 0.33 multiplied by the pounds of corn silage, and 24 multiplied by the pasture days per feed unit (which are also multiplied by the total feed units per cow). This total is then divided by 2,000.

Sampling technique

Data from all records certified usable for analysis by field staff were aggregated by size (acres or number of cows), type of organization, value of the feed fed, and soil-productivity rating. Electronic data-processing was used to summarize the data.

Type of farm

Grain farms are farms where the value of the feed fed was less than 40 percent of the crop returns

and where the value of feed fed to dairy or poultry was not more than a sixth of the crop returns. Since 1973, farms with livestock have been essentially excluded from the sample of grain farms in northern and central Illinois in Table 19; since 1978, from the grain-farm sample in Table 20; and since 1982, from the grain-farm sample in Table 5.

Hog or beef farms are farms where the value of feed fed was more than 40 percent of the crop returns and where either the hog or beef-cattle enterprise received more than half of the value of feed fed.

Dairy farms are farms where the value of feed fed was more than 40 percent of the crop returns and where the dairy enterprise received more than one-third of the value of feed fed.

Cost items

The *value of feed fed* includes on-the-farm grains with the following average prices per bushel: corn, \$2.44; oats, \$1.43; and wheat, \$3.23. Commercial feeds were priced at actual cost, hay and silage at farm values, and pasture at 40 cents per animal unit per pasture day. A pasture day represents an intake of about 20 to 25 pounds of dry matter, defined as 16 pounds of total digestible nutrients (TDN) from the pasture used.

Cash operating expenses include the annual cash outlays for these nondepreciable items: fertilizer, pesticides; seeds (including homegrown seeds); machinery repairs; machine hire and lease; fuel and oil; the farm share of electricity, telephone, and light vehicle expenses; building repairs; drying and storage; hired labor; livestock expenses; taxes; insurance; and miscellaneous expenses. Purchased feed, grain, and livestock are not included because they have been deducted from gross receipts in computing the value of farm production. The interest paid is not included because an interest charge is made on the total farm investment. But the total interest paid by the operator only on all debt—operating debt plus longer-term debt—is listed separately in Tables 19a to 27a under "Some costs and returns per tillable acre."

Machinery and equipment include depreciation; repairs; machine hire and lease; fuel and oil; and the farm share of electricity, telephone, and light vehicle expenses.

Labor includes hired labor plus family and operator's labor, charged in 1994 at \$1,675 a month.

Interest on nonland capital covers the interest charged at 7 percent on the sum of one-half the average of the January 1 and December 31 inventory values of grain, plus the average of the January 1 and December 31 inventories of remaining capital investment in livestock, machinery and light vehicles, buildings, and soil fertility, plus one-half the cash-operating expense, exclusive of interest paid. In Tables 5, 7, and 8, this charge is combined with the land charge or net rent and labeled interest charge

on capital. The average cash interest paid per farm by all farm operators was \$13,522. Details on operator and landlord shares of expenses and income are published periodically in research reports by the Department of Agricultural Economics.

Land charge or net rent is the bare land priced at current land values multiplied by 4.5 percent to reflect net rents received by the landlord.

Total nonfeed costs include cash-operating expenses, adjustments for accrued expenses and farm-produced inputs, depreciation, and charges for unpaid labor and interest including land charge. Purchased feeds and livestock are omitted.

The *basic value of land* (the *current basis*) is adjusted each year according to the February index of land prices in Illinois as reported by the United States Department of Agriculture (USDA). An additional adjustment was made to this index in 1984 to reflect the large drop in land values. The land value index for 1994, using a base earning value of 1979 = 100, was 77.

The *capital account adjustment* includes the gain or loss on capital items sold less any amortization deduction.

Return items

Crop returns are the sum of grain, seed, and feed sales; the value of homegrown seed used; the value of all feed fed (except milk); government-deficiency and diverted-acre payments received and accrued; and the change in value for feed and grain inventories, less the value of feed and grain purchased. Government PIK (payment in kind) certificates purchased to redeem grain under government loan are included in the feed-and-grain purchase account.

The *total value of farm production* is the cash and accrued value of sales of products and services, less the cost of purchased feed, grain, and livestock, plus the change in inventory values for grain and livestock, plus the value of farm products used.

Net farm income is the value of farm production, less total operating expenses and depreciation, plus gain or loss on machinery or buildings sold. Net farm income includes the return to the farm and family for unpaid labor, the interest on all invested capital, and the returns to management.

Labor and management income per operator is total net farm income, less the value of family labor and the interest—including net rent—charged on all capital invested. This figure, as the residual return to all unpaid operators' labor and management efforts, is then divided by the months of unpaid operator labor and multiplied by 12 to reflect income for one operator on multiple-operator farms.

Capital and management earnings are net farm income, less a charge for all unpaid labor.

Management return is the residual surplus after a

charge for unpaid labor and the interest or land charge on capital are deducted from net farm income.

The *rate earned on investment* is capital and management earnings—interest on all capital and land charge, plus management returns—per \$100 of the total farm average annual investment.

RECENT CHANGES IN INCOME ON ILLINOIS FARMS

Farm business trends in 1994

Illinois agriculture is based largely on crop production, especially corn and soybeans. In 1994, Illinois ranked second in the nation in the production of soybeans and of corn. The total value of corn and soybeans produced on Illinois farms was 18 percent of the total U.S. production for these crops. In 1993, the total value was 69 percent of the total value of production in Illinois from all crops and livestock and 89 percent of the value of production from all crops produced.

Crops. Year-to-year variations in net income are related to crop yields, grain prices, and acres in high cash-value crops. Corn and soybean yields were both higher than the records set in previous years. In 1994, the average corn yield for Illinois was 156 bushels per acre, 7 bushels above the 1992 record high yield. Recordkeeping farms averaged 162 bushels per acre in 1994, 8 bushels above the 1992 yield. Soybean yields were 46 bushels per acre in 1994, 3 bushels above the record set in 1992. Recordkeeping farms averaged 50 bushels per acre in 1994. Crop yields on the 7,009 recordkeeping farms covered in this report averaged 4 to 9 percent above the average for all Illinois farms reported by the Illinois Crop Reporting Service.

This was the 3rd year that crop sales have been divided between old and new crop sales. The prices received for old crop soybeans sold during the year averaged 30 to 36 cents per bushel above 1993 prices (Table 1). Old crop corn prices received in 1994 averaged 28 cents more than those received in 1993. The price received for new crop corn averaged 19 to 21 cents lower than the year before, and the price received for new crop soybeans averaged 59 to 66 cents lower. Wheat sold for 21 to 23 cents more per bushel during the year. Crops under loan with the Commodity Credit Corporation (CCC) and forfeited at the end of the loan period are included as grain sales. The selling price would be the loan rate for that particular crop. Negative marketing margins on old-crop corn inventoried at the beginning of the year averaged about 29 cents. The average price received for old-crop soybeans was 45 cents below the beginning-of-year inventory price. The year-end, new-crop corn inventory price was 65 cents lower

Table 1. Average Prices Received and Paid by Farm Recordkeepers for Grain, Livestock, and Milk

	1994		1993	
	Northern Illinois	Southern Illinois	Northern Illinois	Southern Illinois
Grain prices per bushel				
Purchased — corn ..	\$2.35	\$2.33	\$2.26	\$2.33
Sold — corn,				
old crop ..	2.46	2.47	2.18	2.19
corn,				
new crop	2.15	2.11	2.36	2.30
soybeans,				
old crop ..	6.36	6.23	6.00	5.93
soybeans,				
new crop	5.68	5.46	6.27	6.12
wheat	2.96	3.08	2.73	2.87
Livestock prices per cwt				
Hogs, all weights..	\$39.79		\$45.63	
Fed cattle, all				
weights	66.82		75.59	
Feeder cattle, all				
weights, prices				
paid.	77.54		85.85	
Dairy cattle, all				
weights	52.33		59.53	
Sheep and wool,				
all weights.....	64.73		50.78	
Milk per cwt	12.94		12.53	

than it was the year before, and the year-end, new-crop soybean inventory price was \$1.25 lower.

Production of the major crops in 1994 was considerably higher than in 1993. Compared to 1993, corn production was up 37 percent; soybean production was up 13 percent; oat production was up 20 percent; grain sorghum production was up 2 percent. Wheat production was down 26 percent due to the large number of acres abandoned because of poor stands and winterkill. The average yield of 56 bushels per acre was 12 bushels above the previous year's average. Hay production was down 23 percent. The Illinois 1994 All Crop Production Index, using a base value of 1977 = 100, was 137, up from 110 in 1993. Acreages of corn harvested for grain was up 15 percent from 1993 to 1994, while soybean acreage was up 6 percent from 1993. Wheat acreage harvested for grain decreased 42 percent. Farmers abandoned only 22 percent of the acres planted compared to 7 percent not harvested the year before.

The 1994 growing season came to an end with surprisingly good results despite dry conditions during July and early August. Ample soil moisture and below normal temperatures during this time period offset the lack of rainfall and prevented much stress on the crops. Corn planting began about 2 weeks ahead of schedule. Planting was behind in the southern part of the state due to excessive rainfall until the last 2 weeks in May.

Conditions were dry until late June and early July across most areas of the state when timely rainfalls were received. Only the far north received adequate

rainfalls during August and most of September. The crop matured ahead of a mid-October frost despite a cool growing season because of the early planting. Harvest progressed behind the 5-year average due to frequent showers. Harvest was near completion by the middle of November.

Soybean planting got off to an early start with some fields planted by the 1st week of April. Planting continued at about the normal rate, with almost all soybeans planted by the 2nd and 3rd week of June. The less than normal precipitation had little effect on the crop due to the cooler than normal temperatures. Soybean harvest progressed ahead of schedule, with most of the crop harvested by the end of October.

Livestock. A second major determinant in farm income is the price farmers receive for livestock and livestock products. In 1994, the average prices received by farm recordkeepers in the Illinois FBFM Association were 13 percent lower for hogs, 12 percent lower for fed cattle, and 3 percent higher for milk than they were in 1993 (Table 1). The prices paid for all weights of feeder cattle and feeder pigs averaged 10 percent below the 1993 price for feeder cattle and 18 percent below the 1993 price for feeder pigs. Lower slaughter cattle prices and year-end inventory values caused returns above feed and purchased animals for the feeder-cattle enterprise to decrease from \$17.10 per hundredweight produced to \$5.66 (Table 10). Lower hog prices decreased returns above feed cost from \$18.76 per hundredweight produced to \$9.77. Returns above feed were below the 5-year average for 1990 through 1994 by \$8.19 per hundredweight produced. Higher milk prices in 1994 made dairy returns above feed cost per cow increase from \$1,178 in 1993 to \$1,270 in 1994 but almost equal the returns for the 5-year period from 1990 through 1994.

Labor and management income

The average operator's share of labor and management income for the 5-year period from 1990 through 1994 on all northern Illinois recordkeeping farms (located north of a line from Kankakee to Moline) was \$23,531 (Table 2). Operators on 1,600 grain and hog farms in central Illinois had 5-year average earnings of \$33,654. Central Illinois occupies the area between the Kankakee-Moline line in the north and the Mattoon-Alton line in the south. Smaller farms and variable soil quality in northern Illinois have generated smaller earnings from crops. The farms in northern Illinois typically average 5 to 10 percent lower crop yields than those in central Illinois.

Northern Illinois has a heavier concentration of livestock, which, except for dairy, had lower earnings in 1994 compared to 1993. The difference in earnings between central and northern Illinois decreased by \$1,003 in a comparison of the 5-year averages for the periods from 1989 through 1993 and from 1990

Table 2. Operator's 5-Year Average Share of Labor and Management Income by Size and Type of Farm, 1990 Through 1994

	Number of acres per farm			
	Under 340	340 to 649	650+	All
Northern Illinois				
Acres of tillable land	246	493	986	626
Labor and management earnings by type of farm				
Grain	\$ 8,194	\$21,120	\$39,068	\$28,234
Hog	11,420	23,344	29,234	19,519
Beef ^a	1,866	4,904	16,065	7,270
Dairy	13,863	21,485	... ^d	16,536
All.....	10,308	19,992	36,617	23,531
Central Illinois				
Acres of tillable land	286	512	996	746
Labor and management earnings by type of farm				
Grain ^b	\$12,892	\$27,649	\$49,158	\$38,016
Grain ^c	6,792	20,011	37,357	29,000
Hog	16,120	22,653	44,850	28,225
All.....	12,174	24,238	44,333	33,654
Southern Illinois				
Acres of tillable land	268	602	1,407	816
Labor and management earnings by type of farm				
Grain	\$ 8,832	\$13,403	\$29,867	\$22,840
Hog	6,787	26,795	... ^d	21,049
Dairy	26,332	30,939	... ^d	28,650
All.....	13,265	19,858	29,867	23,096

^a Includes central Illinois.

^b Highly productive soils with soil-productivity ratings from 86 to 100.

^c Heavy-till and transition soils with soil-productivity ratings from 56 to 85.

^d Data not available.

through 1994. The northern Illinois area in general had better growing conditions than central and southern Illinois due to more rainfall during the summer, resulting in comparably good yields. The record-keeping farms in northern Illinois averaged 626 tillable acres per farm, compared with an average of 746 tillable acres on farms in central Illinois.

The figure for labor and management income varies considerably, depending on the location and type of farm. For the period from 1990 through 1994, operators in southern Illinois averaged \$23,096 for labor and management. This average decreased by \$3,951, compared with the average for the 5-year period from 1989 through 1993. When the average earnings for the 5-year period from 1990 through 1994 are compared with the earnings from 1989 through 1993, earnings increased in northern Illinois, decreased slightly in the central part of the state, and decreased in southern Illinois. The average for the 5-year period from 1990 through 1994 increased 3 percent in northern Illinois, decreased 1 percent in central Illinois, and 15 percent in southern Illinois, as compared to the 1989 through 1993 5-year period.

In 1994, the labor and management income for all areas of Illinois averaged \$22,315 per farm. This figure is \$12,410 below the 1993 state average. Returns averaged \$4,567 below the average for the

5-year period 1990 through 1994. Record high corn and soybean yields were offset by lower grain prices, higher costs, and a significant drop in earnings on hog and beef farms. The average corn yield on all farms in the study was 163 bushels per acre, 10 bushels per acre higher than the record yield of 153 bushels per acre recorded in 1992. Soybean yields averaged 50 bushels per acre, 4 bushels higher than the record high 46 bushels per acre set in 1985 and 1992. Although yields were at record high levels, crop returns averaged \$330 per tillable acre, which was only \$1 per acre higher than the 1993 crop returns. Returns for hog and beef producers in 1994 were significantly lower than 1993 returns, while returns to dairy producers were higher. Farm earnings were highest in the northern and central areas of the state and lowest in southern Illinois.

The income or salary of the farm operator—whether tenant or part-owner—is the return for the labor and management provided by the operator. The level of income received is a measure of overall farming efficiency and includes compensation for the risk involved. The income includes the operator's gross sales and the net change in inventory. This income is reduced by operating expenses, depreciation, a charge for unpaid family labor, 7 percent interest on nonland investment, and a land-use charge equivalent to the average net rent received by landowners for crop-share leases from 1990 to 1993.

Whenever the income figures in Table 2 fall below the amounts required for living expenses and income and Social Security taxes, operators must use the charges deducted for interest on equity capital to pay these expenses. If we assume that \$35,000 is needed to pay living expenses and income and Social Security taxes, these figures for 5-year average, labor and management income indicate that to pay these expenses, the average farm operator's family uses between \$0 and \$28,000 of the return for equity capital, depending on the location and type of farm. Using part of the return to equity to pay family living expenses indicates that the farm operator is not receiving a competitive return for either his labor and management or his equity in the business. Off-farm income could be used to pay for some of the family living expenses.

Family living expenditures

Total cash living expenditures for a sample of 540 central Illinois, sole-proprietor, farm-operator families in 1994 averaged \$36,079 (Table 3). This figure is 2 percent higher than the 1993 average. Capital purchases for family living expenses of \$5,143 include the family's share of the auto, plus items that exceed \$250 and will last more than 1 year. Capital purchases for family living were 12 percent of the total cash outlay for all family living expenditures in 1994.

Table 3. Average Sources and Uses of Funds Over a 4-Year Period and by Noncapital Living Expenses for Selected Illinois Farms

	All records, average per farm				Family of 3 to 5, 1994 ^a	
	1994	1993	1992	1991	High-third	Low-third
Number of farms	540	467	452	456	107	107
Tillable acres farmed.....	772	746	755	731	1,027	683
Acres owned	130	125	132	131	142	102
Farm assets, January 1 ^b	\$489,103	\$432,768	\$426,539	\$381,588	\$579,418	\$396,810
Farm assets, December 31 ^b	503,589	450,325	450,722	383,283	599,691	411,011
Liabilities, January 1	219,667	220,410	218,402	198,764	300,641	191,141
Liabilities, December 31	247,748	223,353	229,076	202,708	340,431	220,947
Net farm income	\$ 41,242	\$ 55,731	\$ 55,759	\$ 30,596	\$ 59,876	\$ 29,611
Source of dollars						
Net nonfarm income	\$ 13,566	\$ 13,122	\$ 12,166	\$ 12,226	\$ 16,519	\$ 13,360
Money borrowed	165,931	135,712	144,676	118,446	251,954	126,774
Farm receipts	217,181	220,045	193,259	177,832	283,429	194,007
Total sources	\$396,678	\$368,879	\$350,101	\$308,504	\$551,902	\$334,141
Use of dollars						
Interest paid.....	\$ 13,004	\$ 14,121	\$ 16,006	\$ 15,550	\$ 17,679	\$ 11,081
Cash operating expenses	146,795	139,570	125,392	111,037	187,583	137,635
Capital farm purchases.....	30,301	26,946	19,867	22,829	39,403	28,914
Payments on principal.....	137,948	135,090	134,566	113,510	210,869	97,971
Income and Social Security taxes	12,487	10,504	10,172	11,326	15,783	8,884
Net new savings and investment.....	14,921	2,427	5,017	-2,646	21,322	20,618
Total living expenses.....	\$ 36,079	\$ 35,225	\$ 34,336	\$ 32,480	\$ 53,292	\$ 23,995
Living — capital purchases	5,143	4,996	4,748	4,418	5,971	5,043
Total uses	\$396,678	\$368,879	\$350,101	\$308,504	\$551,902	\$334,141

^a Records were sorted into thirds according to total noncapital living expenses.

^b Modified-cost basis, except the land value, which was held at the same current value for January 1 and December 31.

The average farmer in this sample paid \$13,004 in interest in 1994 on operating, machinery, and long-term real estate debts. This interest expense was 8 percent of total operating expenses (including interest paid) and 6 percent of total farm receipts, or \$17 per tillable acre farmed in 1994. The average amount of interest paid in 1994 was \$1,117 less than the amount paid in 1993. This is the second time in 6 years that the amount of interest paid was less than the amount paid in the previous year.

The most significant financial facts about 1994 are as follows:

- Net farm income, plus net nonfarm income, was only \$1,099 more than the sum of family living capital purchases, total living expenses, and payments for income and Social Security taxes. This was the lowest margin since 1991 and the second lowest since 1988;
- Liabilities of \$247,748 as of December 31, 1994, were 49 cents for each dollar of farm-only assets, including land at current value and machinery at depreciated value. The 49 cents was the lowest liability for each dollar of any year in the last decade;
- Capital purchases of \$30,301, averaging \$39 per tillable acre, were the highest for any year during the last decade. That compared to \$26 per tillable acre in 1992 and \$36 in 1993;
- The amount of money borrowed exceeded principal payments for the 6th year in a row, after 3 years in which principal payments exceeded money borrowed;
- The amount of noncapital living expenses per till-

able acre farmed was \$47, the same as 1993, and the highest amount in recent years;

- Income and Social Security taxes paid increased by \$1,983, and the total amount of taxes paid, \$12,487, was the largest amount since this study began;
- Medical expenses averaged over \$5,000 for the 3rd year in a row. Since 1989, medical expenses have increased \$1,211 or 31 percent.

The 1994 records from three- to five-member families were sorted into high one-third and low one-third groups according to the family's total living expenses (Table 3). The total cash living expenses for the high-third group averaged \$53,292, compared with \$23,995 for the low-third group. The high-third group farmed 344 more acres than the other group and owned 14 percent of the land farmed; the low-third group owned 15 percent of the land farmed. The results indicate that the high-third group had more nonfarm taxable income. The high-third group had 54 percent more outstanding debt and a higher net farm income. When net farm income is added to net nonfarm income, and total family living expenses—including capital purchases for family living—and payments for income and Social Security tax are subtracted, the low one-third group had \$3,700 more dollars remaining than the high one-third group.

Living expenses included cash expenditures for food, operating expenses, clothing, personal items, recreation, entertainment, education, transportation, life insurance, contributions, and medical expenses.

The sample of 540 farms contained 28 more tillable acres than the average of all the recordkeeping farms in the state. Management was also considered slightly above average. In view of these factors, average total living expenses for all recordkeeping families (excluding capital purchases) are estimated to be between \$28,000 and \$30,000 or 15 to 20 percent below the average total living expenses of these 540 central Illinois farms. When the \$13,566 net nonfarm income for 1994 is used for living expenses, the remaining \$27,656 must be generated from the farm business to pay the \$41,222 used for total living expenses, including family living capital purchases. The figure, \$27,656, amounts to \$36 per tillable acre farmed.

Income changes on Illinois farms

The average operator's net farm income for all farms in 1994 was \$40,198; it was \$54,146 in 1993 (Table 4). Operator net farm incomes decrease steadily as a higher percent of gross farm returns is used to pay interest. On the average, when more than 25 to 30 percent of gross farm returns is used to pay interest, the operator's net farm income is usually negative. Interest paid as a part of gross farm returns for all operators averaged 6.7 percent in 1994; 6.9 percent in 1993; 7.9 in 1992; 9.9 in 1991; and 8.8 in 1990.

Comparative costs and returns between years and among major types of farming operations in northern and central, and in southern Illinois are reported in Tables 5, 7, and 8. The separation of farms into northern and central, and southern Illinois is based on soil-type regions that divide the state approximately on an east-west line from Mattoon to Alton. The sample consisted of grain, hog, beef, and dairy farms having between 340 and 799 acres or an average of 574 acres. Labor available on farms of this size averaged 13 months on grain farms, 23 months on hog farms, 18 months on beef farms, and 27 months on dairy farms. The data in the tables are presented as if the farms were all owner operated. For leased farms, the landlord and tenant shares of the business were combined. Depending on the location, between 55 and 75 percent of the land in Illinois is tenant operated, primarily under crop-share, some cash-rent, and a small number of livestock-share leases.

Size of farm, type of farm, quality of soil, and managerial inputs have been held reasonably constant by the sampling procedure used in selecting farms within each category. Variations among figures for 1993, 1994, and the 5-year average are due to changes in farm prices and to costs, weather, and internal farming adjustments. The data in Tables 5, 7, and 8 are particularly helpful for comparing types of farming and for evaluating changes in farm costs and returns for a particular size and kind of farm. The data do not reflect overall farming adjustments due

to the enlargement of farms or to major changes in the use of resources.

The figure for net farm income comprises returns to the farm family for all unpaid labor, interest on all invested capital, and the managerial inputs used in farming. Changes in the value of farm inventories and that of consumed farm products are included as income. Net farm income is calculated by accounting methods comparable to the accrual method used in calculating taxable farm income for the federal income tax. Two important differences in the accrual method of income tax accounting should be noted: the provision for capital gains on livestock sales, which was in effect until 1987, and the inclusion of interest paid as a farm expense. The operator's share of net farm income, which is listed below total net farm income in many tables, does have the interest expense deducted from it.

The figures for net farm income are the amount available from the farm business for living costs, income and Social Security taxes, debts, new investments, and savings. Interest must also be paid from total net farm income, but not the operator's share because it has already been subtracted. New capital investments for the farm business have been included with total cash expenditures. Although the cash balance reflects the cash position of the farm business, the figure is influenced by purchases and sales of feed and livestock and by changes in liabilities and borrowed funds.

The investment per farm is established as an average of the investments in farm inventory on January 1 and December 31. Physical quantities of grain and livestock are valued at farm market prices. Machinery, buildings, and soil fertility are valued at the remaining capital cost: original cost less depreciation as allowed for income tax deductions to date. Land is priced at current values, with the same value used for the beginning- and end-of-year land inventories. A base land value is established for each farm on the basis of a soil-productivity rating adjusted to a current value each year by using the February index of land prices in Illinois. The procedure used for adjusting the land value is described in the definitions of soil-productivity rating and of the value of land (the current basis) on pages 2 and 3. The annual change in land values represents an adjustment in accounting to bring land values to current market levels. The land adjustment index for 1994 was 10 percent above the index used in 1993.

Northern and central Illinois farms

Grain farms. The net farm income for northern and central Illinois grain farms having 340 to 799 acres and no livestock averaged \$96,654 in 1994, with the operator's and landlord's shares combined (Table 5). This income was \$3,547 below that of 1993 and \$7,312 above the 5-year average income

Table 4. Percent of Illinois Farms and Operator Net Farm Income by Interest Paid As a Percent of Gross Farm Returns, 1990 Through 1994

	Interest paid as a percent of gross farm returns							
	Under 10	10-14.9	15-19.9	20-24.9	25-29.9	30-34.9	35+	All
Percent of farms								
1990	65	16	9	5	3	1	1	100
1991	59	16	10	6	4	2	3	100
1992	69	16	7	4	2	1	1	100
1993	74	14	6	3	1	1	1	100
1994	76	14	5	2	1	1	1	100
Net farm income								
1990	\$56,786	\$41,803	\$34,008	\$27,946	\$19,210	\$ 5,407	\$-13,768	\$48,211
1991	36,437	21,663	12,110	3,850	95	-6,907	-30,034	25,502
1992	60,758	50,713	35,264	28,201	11,267	7,738	-19,068	54,097
1993	62,098	42,447	25,620	21,276	10,220	-16,615	-23,054	54,146
1994	46,980	28,256	16,971	3,094	-8,605	-16,565	-39,203	40,198

from 1990 through 1994. This income was the third highest of any during the last decade. The highest was in 1993. The value of farm production was also the highest of any of the last 10 years, increasing by \$4,042 compared to 1993. The value of farm production, which averaged over \$200,000 for the second time, increased due to a \$5,641 increase in inventory value and a \$9,964 increase in accounts receivable, which is mainly ASCS deficiency payments due. Net cash operating income decreased by \$9,970. Total operating expenses increased by \$3,947. Depreciation expense increased from \$15,358 in 1993 to \$16,014 in 1994. This 4 percent increase followed a 41 percent increase in 1993—the highest amount of depreciation expense on these farms since 1986.

The main factor causing incomes on northern and central Illinois grain farms to remain above the 5-year average was excellent corn and soybean yields. The average soybean yield on these farms in 1994 was 52 bushels per acre, compared to 47 bushels the previous year. The average corn yield was 175 bushels per acre, compared to 140 the previous year. Corn was inventoried 65 cents lower at the end of 1994 compared to the beginning, while soybeans were inventoried \$1.25 lower. As a result of the good yields, the value of grain inventories on these farms increased \$5,641 at the end of the year as compared to the beginning. The increase in accounts receivable was due to an increase in accrued deficiency payments from the government farm program. Most farmers continue to participate in the government farm program, which did not require them to set aside any of their corn base in 1994.

The average price received in 1994 for new crop corn and soybeans was lower than that of the previous year. However, the average price received for old crop corn and soybeans was slightly higher than the inventory price at the beginning of the year. However, there was still a negative marketing margin for corn and soybeans. Capital purchases of \$18,799 in 1994 were \$623 more than in 1993 and \$2,706 above the 1990 through 1994 average. They were at the highest

level for this group of farms for any year during the last decade.

While accrual net farm incomes decreased only \$3,547, net cash incomes decreased \$14,989. A major reason for the difference is due to a large net cash operating income decrease, which affects only the cash income. Management returns were \$6,685, \$11,398 less than in 1993, \$1,695 lower than the 1990 through 1994 5-year average, and the second lowest since 1989. The last 5-year average is \$8,380. The rate earned on investment was 5.18 percent, compared with 6.10 percent in 1993 and the last 5-year average rate of 5.43 percent. This rate earned on investment for grain farms was the second highest rate earned in 1994 for any type of farm.

A study of the cost to grow corn and soybeans on central Illinois farms is summarized in Table 6. These farms had a soil-productivity index ranging from 86 to 100. The farms used 98 percent of their tillable land to grow corn and soybeans, with 51.0 percent of the acres in corn and 47.3 percent in soybeans. The table compares 1994 costs per acre with 1993 costs. In 1994, the total cost per acre averaged \$384 for corn and \$312 for soybeans. From 1993 to 1994, it increased 5 percent for corn and 4 percent for soybeans.

Nonland costs of \$1.37 per bushel for corn and \$3.40 for soybeans in 1994 are the most relevant costs for continuing production in the short run, especially where land is free of debt. Total costs to produce a bushel of corn and soybeans decreased from 1993 to 1994, due to higher yields per acre. Total costs per bushel decreased 31 cents for corn and 12 cents for soybeans. If the 1994 yields had been 160 for corn and 49 for soybeans or the same as the average for the period from 1991 through 1994, the total cost per bushel would have been \$2.40 for corn and \$6.37 for soybeans. These costs do not include a charge for management.

The cost of fertility for soybeans was allocated on the basis of phosphorus, potassium, and lime removals, with the residual allocated to corn. The

Table 5. Averages for Selected Total Farm Items on 340- to 799-Acre Northern and Central Illinois Grain, Hog, and Beef Farms

	Grain farms			Hog farms			Beef farms		
	1994	1993	1990-1994 average	1994	1993	1990-1994 average	1994	1993	1990-1994 average
Number of farms	695	703	752	141	177	181	40	42	46
Total acres	586	581	579	549	547	552	530	509	525
Soil-productivity rating	87	86	86	81	80	81	77	78	77
Cash operating income	\$ 189,005	\$ 198,811	\$ 179,272	\$ 315,163	\$ 353,388	\$ 340,198	\$ 478,563	\$ 513,935	\$ 515,215
Less purchased feed and livestock ..	538	374	955	96,173	109,005	104,162	272,713	327,480	317,109
Net cash operating income	\$ 188,467	\$ 198,437	\$ 178,317	\$ 218,990	\$ 244,383	\$ 236,036	\$ 205,850	\$ 186,455	\$ 198,106
Accounts receivable change	9,964	-12,494	1,534	8,319	-10,660	1,410	10,043	-13,328	1,404
Inventory change	5,641	14,136	5,782	-18,159	17,364	3,615	-44,422	19,397	-7,219
Farm products used ..	319	270	267	485	572	563	1,149	988	1,009
Value of farm production	\$ 204,391	\$ 200,349	\$ 185,900	\$ 209,635	\$ 251,659	\$ 241,624	\$ 172,620	\$ 193,512	\$ 193,300
Total cash operating expenses	91,728	87,781	84,090	118,024	122,643	119,483	93,695	101,972	99,618
Prepaid-unpaid change	-5	-2,991	-333	1,223	-1,677	-254	5,742	-4,357	153
Annual depreciation ..	16,014	15,358	12,801	22,620	25,086	23,961	21,930	23,413	21,690
Net farm income	\$ 96,654	\$ 100,201	\$ 89,342	\$ 67,768	\$ 105,607	\$ 98,434	\$ 51,253	\$ 72,484	\$ 71,839
(Operator's share) ^a ...	(38,106)	(39,863)	(35,569)	(15,947)	(45,506)	(42,831)	(4,946)	(31,917)	(24,420)
Unpaid labor charge ..	19,424	18,430	17,683	23,009	21,899	21,095	22,298	20,288	19,595
Returns to capital and management ...	77,230	81,771	71,659	44,759	83,708	77,339	28,955	52,196	52,244
Interest charge on capital	70,545	63,688	63,279	70,177	65,282	68,667	72,380	66,405	71,671
Management returns \$	6,685	\$ 18,083	\$ 8,380	\$ -25,418	\$ 18,426	\$ 8,672	\$ -43,425	\$ -14,209	\$ -19,427
Total cash income ^b ...	190,226	200,534	180,788	317,154	354,708	341,541	479,520	514,825	516,098
Total cash expenditures ^b	110,764	106,083	100,891	241,546	259,012	252,060	385,925	458,195	439,329
Cash balance	\$ 79,462	\$ 94,451	\$ 79,897	\$ 75,608	\$ 95,696	\$ 89,481	\$ 93,595	\$ 56,630	\$ 76,769
Capital purchases	18,799	18,176	16,093	27,558	27,558	28,586	19,646	28,778	22,654
Farm Investment									
Livestock inventory ... \$	221	\$ 187	\$ 195	\$ 89,496	\$ 96,117	\$ 100,129	\$ 217,724	\$ 226,981	\$ 223,107
Grain inventory	130,571	122,262	114,216	113,273	101,285	102,377	101,631	92,498	95,952
Remaining capital cost in:									
Machinery and auto	27,758	27,184	24,649	37,230	40,063	38,529	41,361	34,437	37,250
Buildings and fence	14,617	15,716	15,319	42,114	42,333	46,954	39,321	35,544	41,625
Soil fertility	162	70	84	64	63	95	72	50	550
Value of land (current basis)	\$1,317,654	\$1,175,009	\$1,165,479	\$1,103,220	\$ 985,014	\$ 995,322	\$ 981,672	\$ 855,482	\$ 878,420
Total farm investment	\$1,490,983	\$1,340,428	\$1,319,942	\$1,385,397	\$1,264,875	\$1,283,406	\$1,381,781	\$1,244,992	\$1,276,904
Rate earned on investment, percent	5.18	6.10	5.43	3.23	6.42	6.03	2.10	4.19	4.09

^a Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

^b Includes sales or purchases of capital items.

total unpaid labor charge was based on the labor available. The nonland interest rate was 7 percent of one-half the average of the beginning- and end-of-year inventory values for the crops on hand, plus one-half the cash-operating expenses (excluding interest paid), plus the depreciated value of machinery and buildings. The adjusted net rent was the average net rent received by crop-share landlords as reported on recordkeeping farms for the period from 1990 through 1994.

Hog farms. The net farm income in 1994 for

northern and central Illinois hog farms having 340 to 799 acres averaged \$67,768, with the operator's and landlord's shares combined (Table 5). Net incomes were \$37,839 lower than net incomes in 1993, and \$30,666 lower than the average for the 5-year period from 1990 through 1994. The net farm incomes for this group in 1994 were the lowest since 1988. Earnings for this type of farm were record-high in 1990. Incomes for this type of farm were the second lowest for any northern and central Illinois type of farm in 1994 but were the second highest

for any type of farm for the average of 1990 through 1994. Lower hog prices resulted in an \$18,159 decrease in inventory in 1994, compared to a \$17,364 increase in 1993. Net cash operating income decreased \$25,393. The value of farm production decreased 17 percent, and cash operating expenses other than feed decreased 4 percent.

Management returns were a negative \$25,418, a decrease of \$43,844 from 1993 returns and \$34,090 below the 5-year average from 1990 through 1994. Capital purchases were exactly the same as 1993's purchases, and were \$1,028 below the 1990 through 1994 average. Cash livestock sales decreased by \$29,209 compared with 1993 figures. The average number of litters farrowed for this group was 238.

Lower earnings caused the rate earned on investment to decrease to 3.23 percent in 1994, compared with 6.62 percent in 1993. This was the second lowest for the four types of farm in northern and central Illinois. The 5-year average rate was 6.03 percent, the highest rate on any type of farm in northern and central Illinois.

Beef farms. The net farm income for northern and central Illinois beef farms having 340 to 799

acres averaged \$51,253 in 1994, with the operator's and landlord's shares combined (Table 5). This figure was \$21,231 lower than the 1993 figure and \$20,586 lower than the average from 1990 through 1994.

Lower prices received for slaughter cattle and lower inventory prices contributed to the lower earnings. The average price received for fed cattle decreased 12 percent in 1994 compared to 1993. Compared with 1993, the value of farm production decreased by \$20,892, or 11 percent. It was \$20,680 below the 5-year average for 1990 through 1994. These farms produced 2,443 hundredweight of beef per farm, or the weight-gain equivalents of 514 head, each gaining 475 pounds.

Management returns of a *negative* \$43,425 in 1994 for these farms were \$29,216 below 1993 returns and \$23,998 below the 5-year average from 1990 through 1994, which was a *negative* \$19,427. The 1994 management returns were the lowest since 1991 and the second lowest since 1984. The only years that management returns have been positive in the last 10 years were in 1987, 1990, and 1992. Capital purchases were \$19,646 in 1994 compared to \$28,778 in 1993 and \$22,654 for the 1990 through 1994 average. Cash operating expenses, excluding purchases of feed and livestock, decreased 8 percent. The net cash balance for these farms was \$93,595, or \$36,965 more than in 1993 and \$16,826 above the average for 1990 through 1994. The net cash balance for these farms in 1994 was the highest since 1990. This reflects the significant cutback in purchasing feeder cattle. Purchases of feed and livestock were \$54,767 less in 1994 than in 1993. The value of inventory dropped by \$44,422 in 1994.

Cost and returns to produce beef from 1991 through 1994, based on a detailed breakdown of individual costs from a selected sample of beef farms, are shown in Table 14. Total costs exceeded total returns in 1994. An analysis of feeder-cattle enterprises is discussed in detail under the livestock section.

The average rate earned on investment decreased from 4.19 percent in 1993 to 2.10 percent in 1994. The 5-year average rate earned on investment from 1990 through 1994 was 4.09 percent. The 1990 through 1994 average rate earned on investment is the lowest for any type of farm. The average total farm investment was \$1,381,781. The average investment in cattle of \$217,724 is \$9,257 less than in 1993.

Farms on which beef cattle are raised or fed continue to compete for resources in Illinois, where nonmarketable resources, such as roughage, labor, and buildings, or very high levels of management are available. Lower fed cattle prices helped decrease returns to feeder-cattle enterprises in 1994. In recent years, this type of farm has survived primarily where there are large amounts of debt-free capital that have been combined with very high levels of management.

Dairy farms. The net farm income for northern

Table 6. Average Cost per Tillable Acre to Grow Corn and Soybeans on Central Illinois Grain Farms with No Livestock

	Corn		Soybeans	
	1994	1993	1994	1993
Number of farms	630	588	630	588
Acres grown per farm...	435	395	403	385
Yield per acre, bu.....	182	151	52	49
Variable nonland costs				
Soil fertility.....	\$ 53	\$ 51	\$ 17	\$ 17
Pesticides.....	28	26	29	28
Seed	26	24	14	14
Drying and storage	15	14	6	6
Machinery repairs, fuel, and hire.....	27	29	23	24
Total, variable costs...	\$149	\$144	\$ 89	\$ 89
Other nonland costs				
Labor.....	\$ 31	\$ 31	\$ 29	\$ 29
Buildings and storage...	6	7	4	4
Machinery depreciation	29	26	24	22
Nonland interest	20	21	18	19
Overhead	14	14	13	14
Total, other costs	\$100	\$ 99	\$ 88	\$ 88
Total, nonland costs ..	\$249	\$243	\$177	\$177
Land costs				
Taxes.....	\$ 21	\$ 20	\$ 21	\$ 20
Adjusted net rent	114	103	114	103
Total, land costs	\$135	\$123	\$135	\$123
Total, all costs	\$384	\$366	\$312	\$300
Nonland cost per bu	\$ 1.37	\$ 1.61	\$ 3.40	\$ 3.61
Total, all costs per bu ...	\$ 2.11	\$ 2.42	\$ 6.00	\$ 6.12
Average yield, past 4 years.....	160	152	49	48
Total, all costs per bu. ...	\$ 2.40	\$ 2.41	\$ 6.37	\$ 6.25

and central Illinois dairy farms having 340 to 799 acres averaged \$89,513 in 1994, with the operator's and landlord's shares combined (Table 7). This was the second highest income for any type of farm in the state. This figure was \$25,357 above the 1993 figure and \$9,443 above the 5-year average from 1990 through 1994. The 1994 income was the highest since 1990, when it was \$97,617. The average number of cows on these farms was 75, 6 above the average for 1993 and the highest since 1987, when it was also 75.

Higher milk prices, better crop yields which increased the value of inventories, and increased accounts receivable for ASCS deficiency payments resulted in a higher value of farm production and net farm income. The value of farm production was \$250,351, 14 percent above the average for the 5-year period from 1990 through 1994. Cash operating expenses increased 11 percent in 1994 compared to 1993. (A detailed breakdown of the cost of producing milk can be found in Table 16.) Management returns of a *negative* \$1,432 were \$13,726 above the 1993 figure and \$891 above the average for the 5-year period from 1990 through 1994. For the last 10 years, management returns were positive 4 years. Capital purchases increased to \$21,255 compared to \$19,928 and the 1990 through 1994 average of \$23,316.

The 1994 rate earned on investment for these farms was 5.31 percent; the 1993 rate was 3.94 percent. The 5-year average rate earned on investment was 5.50 percent. The 1994 rate earned on investment was the highest for any type of farm in Illinois. These farms had the lowest rate earned on investment for any type of farms in 1993. The average price received for milk in 1994 was 3 percent higher than the average price received in 1993. For the first half of 1994, milk prices were moderately higher than they were in the first half of 1993. By the end of the year, milk prices were below those of 1993 levels but still averaged higher for the year.

The price received for beef from all cull animals and vealers sold from the dairy herd can be an important factor in determining total returns. When beef prices were high, those sales accounted for as much as 20 percent of the total income from the dairy enterprise. But when beef prices are low, this source of income is only 10 to 12 percent of the total. In 1994, the returns from beef accounted for 14 percent of the total returns to the dairy herd, in comparison with 15 percent in 1993.

Southern Illinois farms

Grain farms. The net farm income for southern Illinois grain farms having 340 to 799 acres averaged \$48,915 in 1994, with the landlord's and operator's shares combined (Table 8). This income is \$28,430 below net farm income in 1993 and \$10,807 below

Table 7. Averages for Selected Total Farm Items on 340- to 799-Acre Northern Illinois Dairy Farms

	1994	1993	1990-1994 average
Number of farms.....	52	59	60
Total acres	496	479	478
Soil-productivity rating....	71	70	71
Cash operating income...\$	285,325	\$ 266,637	\$ 264,504
Less purchased feed and livestock	55,404	55,862	52,749
Net cash operating income.....\$	229,921	\$ 210,775	\$ 211,755
Accounts receivable change.....	6,292	-7,690	964
Inventory change	11,061	3,808	4,604
Farm products used.....	3,077	2,587	2,491
Value of farm production ..\$	250,351	\$ 204,480	\$ 219,814
Total cash operating expenses.....	133,871	120,169	116,570
Prepaid-unpaid change ...	-1,239	-1,099	-435
Annual depreciation	28,206	26,254	23,609
Net farm income.....\$	89,513	\$ 64,156	\$ 80,070
(Operator's share) ^a	(48,026)	(28,590)	(41,869)
Unpaid labor charge	29,796	25,761	26,689
Returns to capital and management	59,717	38,395	53,381
Interest charge on capital	61,149	53,553	55,704
Management returns.....\$	-1,432	\$ -15,158	\$ -2,323
Total cash income ^b	287,065	267,586	265,809
Total cash expenditures ^b	208,355	194,169	191,008
Cash balance.....\$	78,710	\$ 73,417	\$ 74,801
Capital purchases.....	21,255	19,928	23,316
Farm Investment			
Livestock inventory.....\$	120,259	\$ 123,227	\$ 116,185
Grain inventory	83,477	74,236	73,690
Remaining capital cost in:			
Machinery and auto....	48,608	47,291	43,597
Buildings and fence....	73,732	53,504	56,720
Soil fertility	83	92	424
Value of land (current basis)	798,695	675,616	679,474
Total farm investment\$	\$1,124,854	\$ 973,966	\$ 970,090
Rate earned on investment, percent	5.31	3.94	5.50

^a Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

^b Includes sales or purchases of capital items.

the average from 1990 through 1994. The 1993 income was the highest it has been for any of the last 10 years. Lower grain prices resulted in decreased cash operating income and a \$2,703 decrease in inventories. This decrease caused the value of farm production to decrease \$28,386, or 17 percent in 1994 compared to 1993. Corn yields were 4 bushels per acre higher and soybean yields were 2 bushels per acre higher in 1994 compared to 1993. Farm cash operating expenses were virtually the same as they were the year before, while depreciation expenses decreased \$2,709, or 16 percent. Depreciation in 1993 was at its highest level since 1985. The cash balance of \$48,326 was \$16,173 below the 1993 balance and the second lowest since 1985.

Capital purchases were \$18,489 in 1994, \$704 less than in 1993 but \$3,321 above the 5-year average

Table 8. Averages for Selected Total Farm Items on 340- to 799-Acre Southern Illinois Grain, Hog, and Dairy Farms

	Grain farms			Hog farms			Dairy farms		
	1994	1993	1990-1994 average	1994	1993	1990-1994 average	1994	1993	1990-1994 average
Number of farms	191	201	220	53	50	65	29	31	33
Total acres	592	597	589	553	516	549	516	514	516
Soil-productivity rating	59	59	59	59	58	59	59	59	59
Cash operating income	\$148,026	\$171,162	\$146,274	\$266,622	\$277,413	\$268,650	\$304,879	\$308,583	\$312,364
Less purchased feed and livestock ..	6,540	12,355	9,351	85,864	94,067	86,835	76,870	62,859	70,816
Net cash operating income	\$141,486	\$158,807	\$136,923	\$180,758	\$183,346	\$181,815	\$228,009	\$245,724	\$241,548
Accounts receivable change	1,681	-2,251	183	989	-1,310	110	858	-1,083	18
Inventory change	-2,703	12,333	5,306	-21,674	14,830	1,102	-6,712	10,488	6,749
Farm products used ..	860	821	883	1,025	1,177	986	2,017	1,513	2,316
Value of farm production	\$141,324	\$169,710	\$143,295	\$161,098	\$198,043	\$184,013	\$224,172	\$256,642	\$250,631
Total cash operating expenses	77,018	77,026	71,055	103,534	96,485	96,215	115,494	120,546	121,353
Prepaid-unpaid change	940	-1,821	-45	120	-1,329	-275	768	161	-345
Annual depreciation ..	14,451	17,160	12,563	20,697	22,904	18,987	28,168	29,813	26,146
Net farm income	\$ 48,915	\$ 77,345	\$ 59,722	\$ 36,747	\$ 79,983	\$ 69,086	\$ 79,742	\$106,122	\$103,477
(Operator's share) ^a ...	(12,696)	(36,424)	(23,775)	(2,259)	(48,937)	(33,690)	(42,253)	(69,972)	(67,823)
Unpaid labor charge ..	20,210	19,620	18,470	24,730	24,476	21,447	31,889	28,147	27,551
Returns to capital and management ...	28,705	57,725	41,252	12,017	55,507	47,639	47,853	77,975	75,926
Interest charge on capital	43,283	40,773	39,871	47,219	41,126	44,623	52,099	50,006	52,908
Management returns	\$-14,578	\$ 16,952	\$ 1,381	\$-35,202	\$ 14,381	\$ 3,016	\$ -4,246	\$ 27,969	\$ 23,018
Total cash income ^b ...	149,612	172,345	147,699	267,427	278,454	269,358	306,722	309,575	313,394
Total cash expenditures ^b	101,286	107,846	94,802	210,808	219,810	204,628	222,895	214,341	221,222
Cash balance	\$ 48,326	\$ 64,499	\$ 52,897	\$ 56,619	\$ 58,644	\$ 64,730	\$ 83,827	\$ 95,234	\$ 92,172
Capital purchases	18,489	19,193	15,168	21,998	29,932	22,134	31,828	31,777	30,546
Farm investment									
Livestock inventory ...	\$ 11,835	\$ 14,630	\$ 12,938	\$ 75,405	\$ 81,350	\$ 78,440	\$143,965	\$144,139	\$145,852
Grain inventory	91,332	91,779	77,863	91,396	77,084	74,799	80,975	84,799	74,634
Remaining capital cost in:									
Machinery and auto	28,688	31,505	26,925	33,722	30,797	30,203	54,822	54,705	56,206
Buildings and fence	8,531	9,547	8,420	32,742	30,622	29,023	28,693	27,534	30,024
Soil fertility	18	42	41	584	46	167	0	0	0
Value of land (current basis)	749,833	682,845	673,962	669,347	550,185	598,557	639,444	585,876	585,641
Total farm investment	\$890,237	\$830,348	\$800,149	\$903,196	\$770,084	\$811,189	\$947,899	\$897,053	\$892,357
Rate earned on investment, percent	3.22	6.95	5.16	1.33	7.21	5.87	5.05	8.69	8.51

^a Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

^b Includes sales or purchases of capital items.

for 1990 through 1994. Capital purchases were the second highest for any year during the last decade. Capital purchases in 1994 equaled \$31 per tillable acre compared to \$35 per tillable acre in 1993.

Management returns of a *negative* \$14,578 for these farms were the lowest since 1984. The highest was \$19,161 in 1992. The 5-year average from 1990 through 1994 for management returns was \$1,381. The rate earned on investment decreased in 1994 to 3.22 percent; in 1993, this rate was 6.95 percent. This was the second lowest rate earned on investment for any type of farm in southern Illinois. The average

rate earned on investment for the period from 1990 through 1994 was 5.16 percent, below the average rates for any other type of farm in southern Illinois.

Hog farms. The net farm income for southern Illinois hog farms having 340 to 799 acres averaged \$36,747 in 1994, with the landlord's and operator's shares combined (Table 8). This income was \$43,236 lower than net farm income in 1993 and \$32,339 lower than the average net farm income of \$69,086 earned from 1990 through 1994. This was the lowest income for any type of farm in Illinois. Lower hog and grain prices were the main reasons for the drop

in earnings. The value of farm production was down \$36,945, or 19 percent, in 1994 compared to 1993.

Management returns for 1994 were a *negative* \$35,202, compared to \$14,381 in 1993 and \$3,016 for the 5-year period from 1990 through 1994. Management returns were the lowest since 1983. Capital purchases were \$21,998 in 1994, \$7,934 lower than in 1993 and \$136 lower than the 1990 through 1994 average. Cash operating expenses increased \$7,049, or 7 percent; depreciation decreased \$2,207 and was \$1,710 above the average for 1990 through 1994.

In 1994, the rate earned on investment decreased to 1.33 percent from 7.21 percent in 1993. The average rate earned on investment for the period from 1990 through 1994 was 5.87 percent. The rate earned on investment in 1993 for these types of farms was the lowest of any type of farm in Illinois. The rate earned on investment in this 5-year period for this type of farm was the third highest of any type of participating farm in Illinois. The 1994 rate earned on investment was the lowest of any year in the last decade.

Dairy farms. The net farm income in 1994 for southern Illinois dairy farms having 340 to 799 acres averaged \$79,742, with the operator's and landlord's shares combined (Table 8). This figure is \$26,380 below the net farm income earned in 1993 and \$23,735 below the average for the period from 1990 through 1994. This net farm income was the third highest earned by any type of participating farm of this size in Illinois in 1994. Lower grain prices caused the value of farm production to decrease by \$32,470 in 1994 compared to 1993. Net cash operating income increased by \$17,715 in 1994 compared to 1993, and the value of grain and livestock inventories decreased by \$6,712. Total cash operating expenses decreased \$5,052.

Capital purchases of \$31,828 were only \$51 above 1993 capital purchases and \$1,282 above the average capital purchases for 1990 through 1994.

Management returns for this type of farm were a *negative* \$4,246 in 1994; these returns were \$27,969 in 1993. The 5-year average from 1990 through 1994 was \$23,018. The rate earned on investment of 5.05 percent was the third highest in the state for this size of participating farm. The average rate earned on investment in 1993 was 8.69 percent, and the 5-year average from 1990 through 1994 was 8.51 percent. The average rate earned on investment by these southern Illinois dairy farms from 1990 through 1994 was the highest of any type of participating farm with 340 to 799 acres in Illinois. In 1994, the average value of bare land on these farms was \$1,369 per tillable acre. On northern Illinois dairy farms, this value was \$1,884 per tillable acre.

The average number of milk cows per farm in 1994 was 91, compared with 93 in 1993, and with 95, the past 5-year average. The average of 91 cows

in 1994 was 16 more than the average on farms of similar size and type in northern Illinois. In 1994, southern Illinois farms decreased the size of their herds by 2 cows over the 1993 herd size, while northern Illinois farms increased theirs by 6.

LIVESTOCK ENTERPRISES

The return per \$100 of feed fed from various livestock enterprises and the price of corn during each of the past 15 years are given in Table 9. Fifteen-year and 5-year averages are also shown. The difference between the average return figure and a feed cost of \$100 represents the margin available for labor, depreciation on equipment, cash expenses other than feed, interest on investment, and profit.

The margin needed to cover nonfeed costs varies with the kind of livestock and depends on the proportion of total production costs represented by feed. The 15-year averages from 1980 through 1994 represent the approximate level of return at which farmers have been willing to maintain livestock production. The average may not represent a break-even return on all farms because some farmers may discount market prices for some of the resources used in producing livestock. If farmers already have facilities for livestock, they need only to cover direct operating costs to continue production. However, when livestock production is a new or a long-term enterprise, farmers hope to cover all fixed and variable costs. Otherwise they should not undertake the enterprise.

As individual farmers try to increase profits, they tend to curtail livestock production when the return per \$100 of feed fed is below the 15-year average. This tendency on the part of producers causes supplies of livestock products to fluctuate.

In farrow-to-finish hog production, returns tend to follow a noticeably cyclical pattern (Table 9). They tend to exceed the 5-year average for 1 or 2 years and then drop below this average for 1 or 2 years. Returns per \$100 feed fed of \$138 in 1994 were considerably below the last 5-year average of \$170.

The returns from feeder cattle vary greatly from year to year. The long-run averages shown in Table 10 indicate that the cattle-feeding business has not been paying average market rates for all resources used by the enterprise. Table 9 shows the return of \$138 per \$100 of feed fed for the most recent 5-year period (1990 through 1994) to be below the previous 5-year period and below the 15-year average of \$140. Above-average skills are needed in buying, selling, and feeding to meet the competition from other uses for time and money on farms with feeder cattle. Identifying cyclical income movements over a 15-year period in the beef-cattle industry is difficult because this industry is more complex and adjusts more slowly than other livestock enterprises.

The returns above feed and purchased animal

Table 9. Returns per \$100 of Feed Fed to Different Classes of Livestock

Year	Farrow-to-finish hogs	Feeder-pig finishing	Feeder-pig production	Feeder cattle bought	Dairy cow herds	Beef cow herds	Native sheep raised	Yearly price of corn
dollars								
1980.....	138	122	153	111	207	144	131	2.80
1981.....	138	115	174	107	200	100	84	2.98
1982.....	213	165	237	147	205	115	83	2.43
1983.....	141	118	163	134	178	115	78	3.06
1984.....	155	140	170	141	188	105	102	3.12
1985.....	166	129	170	121	202	101	130	2.54
1986.....	215	178	254	149	210	125	156	2.01
1987.....	217	168	232	196	237	168	141	1.61
1988.....	152	127	158	150	198	150	115	2.32
1989.....	162	141	167	145	209	144	96	2.48
1990.....	206	165	247	162	220	165	98	2.44
1991.....	168	128	199	109	188	129	64	2.41
1992.....	166	140	167	164	211	142	116	2.35
1993.....	174	133	197	143	191	133	95	2.28
1994.....	138	110	166	114	196	117	146	2.44
Averages								
1980-1994	170	139	190	140	203	130	109	2.48
1980-1984	157	132	179	128	196	116	96	2.88
1985-1989	182	149	196	152	211	138	128	2.19
1990-1994	170	135	195	138	201	137	104	2.38

Table 10. Variation in Returns to Livestock Enterprise Units, 1990 Through 1994

	Farrow-to-finish hogs (per cwt)	Feeder-pig finishing (per cwt)	Feeder cattle (per cwt)	Dairy cattle (per cow)	Beef herd calves sold (per cow) ^a
Returns above cost of feed and purchased animals					
1990.....	\$27.15	\$15.79	\$25.74	\$1,471	\$203
1991.....	17.67	6.80	3.97	1,064	88
1992.....	16.45	9.39	25.40	1,398	125
1993.....	18.76	7.89	17.10	1,178	92
1994.....	9.77	2.33	5.66	1,270	(2)
Five-year average.....	\$17.96	\$ 8.44	\$15.57	\$1,276	\$101
Nonfeed costs, 1989 through 1993					
Direct cash.....	\$ 6.58 ^b	\$ 4.12 ^c	\$12.51 ^c	\$ 454 ^c	\$ 30 ^c
Other costs.....	9.64 ^b	6.58 ^c	11.23 ^c	614 ^c	175 ^c
Total.....	\$16.22	\$10.70	\$23.74	\$1,068	\$205
Nonfeed cost for future production					
Direct cash.....	\$ 6.50	\$ 4.40 ^d	\$14.00 ^d	\$ 475	\$ 30
Other costs.....	15.00	7.00	15.00	800	200
Total.....	\$21.50	\$11.40	\$29.00	\$1,275	\$230

^a The feed cost for beef herds includes up to \$60 of hay equivalent from salvage roughage.

^b Estimates of annual nonfeed costs are based on enterprise cost studies of operative units from 1989 to 1993.

^c Includes veterinary costs, utilities, fuel, equipment repair costs, and depreciation, from *Crop and Livestock Budgets, Examples for Illinois, 1993-1994* (AE-4700, April 1993).

^d Includes interest on purchase cost: one-third year for feeder-pig finishing, and one-half year for feeder cattle.

costs for dairy enterprises of \$1,270 per cow in 1994 were \$6 below the 5-year average of \$1,276 (Table 10). These returns indicate that the average dairy enterprise has covered the total estimated cost of production of \$1,068 per cow from 1989 through 1993.

For the beef-herd enterprise, the average returns above the cost of feed and purchased animals for the period from 1990 through 1994 provided a margin over cash costs but fell short of the return needed to cover all nonfeed costs (Table 10). The implication is that the beef enterprise competes most favorably

on farms where the resources of labor, capital, and management are plentiful and have few alternate uses. In the beef-cow enterprise, returns above the cost of feed per cow averaged \$101 during the last 5 years. The 1994 returns of a *negative* \$2 were \$207 below the total nonfeed costs, estimated at \$205 per cow. The 1994 returns to the beef-cow enterprise were the lowest during the past 5-year period.

Raising livestock has become more competitive. Average profit margins are narrow. Fewer farmers are willing to stay in business because returns in some enterprises barely cover direct operating costs. Plans for expansion that require large investments for new facilities should be based on an estimated return that is high enough to cover all costs. Fluctuations in livestock returns can involve a risk in low-return years. The estimated nonfeed cost for future livestock production is also shown in Table 10.

Hog enterprises

The information on farrow-to-finish enterprises in Table 11 is based on a sample of 518 enterprises farrowing 10 litters or more per year. Farms were omitted from the sample if the number of hogs purchased exceeded 10 percent of the pigs weaned. This procedure eliminated from the sample those farms with combined farrowing and feeder-pig operations. (Information on feeder-pig finishing enterprises is given in Table 13.) The average size of farrow-to-finish enterprises on all recordkeeping farms was 251 litters in 1994. The 1994 records summarized here for the "all farms" group show that returns of \$9.77 above feed costs per 100 pounds of pork produced were \$8.99 below the 1993 return of \$18.76.

The 5-year average for returns above feed costs per 100 pounds produced was \$17.96 (Table 10). Even the 5-year average can vary significantly because of the wide fluctuations in returns from year to year. Detailed cost records show that an average farmer with existing facilities needed a return above feed costs of \$16.22 per 100 pounds to pay for all nonfeed costs during the 1989 through 1993 time period. The return above all costs during this 5-year period of \$1.74 (\$17.96 minus \$16.22) has led to expansion in the industry. Large integrators have expanded very rapidly. The near future will bring increased pork production and lower hog prices. Producers must assess their own financial situation and production capabilities very closely to determine the amount of risk they can assume if they expand their production with borrowed capital.

The farrow-to-finish enterprise records for 1994 reported in Table 11 were also sorted by the number of litters produced. One group farrowing 350 or more litters averaged 634 litters. Compared with the average feed cost for all farrow-to-finish enterprises, the feed cost per 100 pounds of pork produced was

Table 11. Hog Enterprises, 1994 Averages per Farm

	Farrow-to-finish enterprises		Feeder-pig production
	All farms	350 or more litters per farm	
Number of farms.....	518	107	12
Pork produced, pound	496,450	1,239,197	276,842
Pork produced per litter, pound.....	1,977	1,954	597
Total returns.....	\$174,860	\$446,308	\$158,189
Value of feed fed.....	\$126,348	\$303,662	\$ 95,473
Returns per \$100 of feed fed.....	\$ 138	\$ 147	\$ 166
Number of litters farrowed.....	251	634	463
Pigs farrowed per litter.....	9.83	9.90	9.13
Pigs weaned per litter...	8.27	8.51	7.74
Litters farrowed per female year.....	1.88	2.02	1.96
Pigs weaned per female year.....	15.66	17.42	16.82
Number of pigs weaned.....	2,076	5,395	3,584
Death loss, percent of pounds produced....	1.8	1.8	1.1
Weight per market hog sold, pound.....	244	241	49
per 100 pounds produced			
Price received—market.....	\$ 40.54	\$ 41.20	\$ 79.76
Total return.....	\$ 35.22	\$ 36.01	\$ 57.14
Feed cost.....	\$ 25.45	\$ 24.50	\$ 34.49
Return above feed...	\$ 9.77	\$ 11.51	\$ 22.65
Farm grains, pound..	279	270	264
Commercial feed, pound.....	86	85	130
Total concentrates, pound.....	365	355	394
Cost per 100 pounds of commercial feed...	\$ 15.30	\$ 14.71	\$ 17.64
Cost per 100 pounds of concentrates.....	\$ 6.95	\$ 6.87	\$ 8.71

\$0.95 lower for the 634-litter group. The large producers paid \$11.80 less per ton for commercial feed and had slightly better feed conversion. The prices received for hogs sold by large producers or the net at the farm was 66 cents higher than the net received by all producers.

A summary of the feeder-pig production enterprises is also reported in Table 11. In 1994, the average enterprise in this group produced 463 litters with a return of \$166 per \$100 of feed fed. On an average, 7.7 pigs per litter were weaned and sold at 49 pounds per head. The 1994 average price received per 100 pounds of feeder pigs sold was \$79.76, or \$39.08 per head. The average feed cost per 100 pounds of pork produced (pigs and breeding stock) was \$34.49 for 394 pounds of concentrate.

A substantial profit margin is required to compensate for the risk and detailed management involved in hog production compared with other resource uses. Large-scale hog production in modern

confinement facilities requires high capital investments. The future recovery of this capital investment is uncertain. The salvage value of confinement hog facilities is low. In addition, acquiring the managerial skills for the large-scale production of hogs in confinement may discourage any rapid expansion of large hog-producing units. However, the level of profits in recent years has resulted in an increase in production. Pork production for 1995 is projected to be at record levels. Although improvements in production efficiency and some increase in consumer demand have helped offset lower prices due to increased production, future returns will depend to a great extent on whether producers continue to increase production or liquidate some of the breeding herd.

The data on hog enterprises in Table 12 show a detailed breakdown of costs and returns from a group of specialized commercial hog farms for 1992, 1993, and 1994. The value of the feed fed to hogs was more than 75 percent of the crop returns produced on these farms. This intensity of livestock feeding indicates a commitment of major resources to the hog enterprise. The producers in this group probably exercise a higher level of management and use more confinement production facilities than the average hog producer in Illinois.

The hog enterprise records summarized in Table 12 were sorted by the number of litters produced. The group farrowing fewer than 250 litters averaged 146 litters from 1992 to 1994; the group farrowing 250 or more litters averaged 509 litters during the same period.

The cost data reported in Table 12 have been divided into two categories: cash costs and other costs. This classification of production costs is important when short-term management decisions are being made concerning the volume of production, particularly during periods of low prices.

As reported in Table 12, cash costs of production in 1994 ranged from \$31.32 to \$33.84 per 100 pounds of pork produced, depending on the grouping size. Feed is included as a cash cost, although for most producers a major share of the grain is raised on the farm. The readily available alternative cash market for grain makes the raised feed the same as cash.

The other category of costs includes depreciation, labor, and an interest charge on all capital. Part of the labor and interest charge is a cash cost on most farms. The proportion of labor that is hired depends largely on the size of the farm. A one-person farm does not hire much labor, whereas a major share of the labor will be hired on a four-person farm.

While most categories of nonfeed costs did not change much, labor and depreciation decreased for both groups of enterprises in 1994. These costs had been increasing in recent years. Total nonfeed costs decreased 36 cents per 100 pounds of pork produced (2 percent) for the small enterprises and 89 cents (5

Table 12. Average Costs and Returns for Farrow-to-Finish Hog Enterprises by Size of Enterprise, 1992 Through 1994

	Under 250 litters			250 litters or more		
	1994	1993	1992	1994	1993	1992
Number of farms	32	36	41	93	94	92
Tillable acres	236	207	231	504	485	504
Number of litters	145	138	155	551	511	466
----- per 100 pounds of pork produced -----						
Total returns.....	\$ 34.69	\$ 44.14	\$ 40.36	\$ 36.05	\$ 44.96	\$ 42.01
Cash costs						
Feed	\$ 28.09	\$ 26.35	\$ 25.93	\$ 25.19	\$ 25.18	\$ 24.39
Operating expenses:						
Maintenance and power ^a	2.96	2.95	3.03	3.02	3.20	3.18
Livestock expenses	1.64	1.61	1.63	2.12	2.36	2.38
Insurance, taxes, and overhead	1.15	.98	1.14	.99	1.00	1.27
Total operating expenses.....	\$ 5.75	\$ 5.54	\$ 5.80	\$ 6.13	\$ 6.56	\$ 6.83
Total cash costs	\$ 33.84	\$ 31.89	\$ 31.73	\$ 31.32	\$ 31.74	\$ 31.22
Other costs						
Depreciation ^b	\$ 1.88	\$ 2.58	\$ 2.23	\$ 3.10	\$ 3.30	\$ 2.74
Labor	4.31	4.43	4.18	3.81	4.09	3.84
Interest charge on all capital.....	2.78	2.53	2.54	2.51	2.49	2.51
Total other costs.....	\$ 8.97	\$ 9.54	\$ 8.95	\$ 9.42	\$ 9.88	\$ 9.09
Total nonfeed costs.....	\$ 14.72	\$ 15.08	\$ 14.75	\$ 15.55	\$ 16.44	\$ 15.92
Total all costs.....	\$ 42.81	\$ 41.43	\$ 40.68	\$ 40.74	\$ 41.62	\$ 40.31
Return above all costs.....	\$ -8.12	\$ 2.71	\$ -0.32	\$ -4.69	\$ 3.34	\$ 1.70

^a Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

^b Includes machinery, equipment, and building depreciation.

Table 13. Feeder-Cattle and Feeder-Pig Finishing Enterprises, 1994 Averages per Farm

	Feeder-cattle	Feeder-pig
Number of farms	153	126
Total pounds produced	185,957	175,354
Total returns	\$ 85,240	\$ 46,251
Value of feed fed	\$ 74,723	\$ 42,168
Returns per \$100 of feed fed	\$ 114	\$ 110
Death loss, percent of pounds produced	1.7	2.0
Average weight purchased	679	50
Price paid per 100 pounds	\$ 77.54	\$ 76.53
Price received per 100 pounds	\$ 66.82	\$ 39.67
Average weight sold	1,203	248
per 100 pounds produced		
Total returns	\$ 45.84	\$ 26.38
Feed cost	\$ 40.84	\$ 24.05
Return above feed	\$ 5.66	\$ 2.33
Farm grains, pound	596	270
Commercial feeds, pound	39	85
Total concentrates, pound	635	355
Hay, pound	55	... ^a
Corn silage, pound	443	... ^a
Other silage, pound	103	... ^a
Hay equivalent, pound	249	... ^a

^a Data not available.

percent) for the large enterprises from 1993 to 1994. For both groups, total other costs increased, while total operating costs increased for the smaller enterprises. With higher feed costs, the total cost of production increased from 1993 to 1994 by \$1.38 per 100 pounds of pork produced for the group of small enterprises, while the total cost of production decreased 88 cents for the large enterprise group.

The most significant cost difference between the two groups of farms was the feed cost. The average feed cost for 1992, 1993, and 1994 per 100 pounds of pork produced for the large enterprises was \$1.87 lower than it was for the small enterprises. This difference in feed cost was an average of about \$20,500 per farm with the larger enterprises. Differences in the amount of feed used per 100 pounds of pork produced and the price paid for commercial feeds caused this difference in feed costs.

From 1992 through 1994, the returns above all costs averaged a *negative* \$1.91 per 100 pounds of pork produced for the small enterprises and 12 cents for the large enterprises—a difference of \$2.03. Management practices, such as the choice of building systems, method of transporting hogs to market, type of market used, and on- versus off-farm systems for feed-processing affect the individual cost items reported in Table 12. But the return above all costs should accurately reflect the relative efficiency of the two groups of hog enterprises.

Feeder-cattle and feeder-pig finishing enterprises

Data for 1994 on the feeder-cattle and feeder-pig finishing enterprises are presented in Tables 13 and 14. These enterprise summaries include weights and values on partly finished animals purchased in previous years and on animals purchased during the current year.

The average amount of pork produced per farm from feeder-pig enterprises was 175,354 pounds in 1994 (Table 13). At 195 pounds of gain per head,

Table 14. Average Costs and Returns for Feeder-Cattle Finishing Enterprises, 1991 Through 1994

	1994	1993	1992	1991	1991-1994 average
Number of farms.....	34	26	28	34	31
Tillable acres.....	588	536	625	571	580
Hundredweight beef produced.....	3,611	3,255	3,694	3,069	3,407
Number head @ 475-pound gain equivalents.....	760	685	778	646	717
Average weight purchased, pound.....	687	670	673	665	674
Average weight sold, pound.....	1,193	1,164	1,163	1,180	1,175
Price received per 100 pounds sold.....	\$ 67.63	\$ 76.11	\$ 74.12	\$ 72.66	\$ 72.63
Price paid per 100 pounds purchased.....	\$ 77.22	\$ 87.05	\$ 82.79	\$ 88.11	\$ 83.79
per 100 pounds of beef produced					
Cash costs					
Feed ^a	\$ 41.95	\$ 39.99	\$ 38.44	\$ 41.17	\$ 40.39
Operating expenses:					
Maintenance and power ^b	3.04	3.95	3.25	3.81	3.51
Livestock expense.....	2.46	2.68	2.38	2.32	2.46
Insurance, taxes, and overhead.....	1.51	1.79	1.15	1.30	1.44
Interest on cattle ^c	5.67	5.99	6.09	7.46	6.30
Total operating expenses.....	\$ 12.68	\$ 14.41	\$ 12.87	\$ 14.89	\$ 13.71
Total cash costs.....	\$ 54.63	\$ 54.40	\$ 51.31	\$ 56.06	\$ 54.10
Other costs					
Depreciation ^d	\$ 3.07	\$ 4.84	\$ 3.18	\$ 3.76	\$ 3.71
Labor.....	2.72	2.49	2.66	2.61	2.62
Interest on other capital.....	2.10	2.33	2.37	2.44	2.31
Total other costs.....	\$ 7.89	\$ 9.66	\$ 8.21	\$ 8.81	\$ 8.64
Total all costs.....	\$ 62.52	\$ 64.06	\$ 59.52	\$ 64.87	\$ 62.74
Total returns ^e	\$ 48.97	\$ 57.05	\$ 63.50	\$ 45.65	\$ 53.79
Return above all costs.....	\$ -13.55	\$ -7.01	\$ 3.98	\$ -19.22	\$ -8.95

^a All grain fed was priced at the average market price for the year. Market values were used for roughage fed, while protein and minerals were charged at cost. All the feed fed is assumed to have been marketable.

^b Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

^c Interest is a charge on the average value of beginning and end-of-year inventories on hand. The rate was 9 percent for 1991; 7 percent for 1992, 1993, and 1994.

^d Includes machinery, equipment, and building depreciation.

^e Sales less cost of purchased animals, plus or minus inventory value change. No credit has been calculated for reduced fertility cost when manure is applied to crops.

this figure amounted to 899 head fed per farm in 1994, up from the 830 head fed per farm in 1993.

The return above the cost of feed and purchased animals from 1990 through 1994 averaged \$8.44 per 100 pounds of gain. This return was \$2.26 below the \$10.70 of all nonfeed costs for the 1989 through 1993 time period. It is also below the estimated \$11.40 required to cover all costs for future production (Table 10).

Given that a 475-pound unit of gain equals one head of feeder cattle, the average of 185,957 pounds of beef produced per farm in 1994 (Table 13) equals 391 head of feeder cattle per farm. That figure is an increase of 1 from the average of 390 head fed per farm in 1993. The return per \$100 of feed for feeder-cattle enterprises was \$114 in 1994, in comparison with a 5-year average of \$138 and a 15-year average of \$140 (Table 9).

The price paid for feeders was \$8.31 per 100 pounds lower in 1994 than it was in 1993; the price received for cattle sold in 1994 was \$8.77 lower per 100 pounds than the price received in 1993. The average weight of purchased animals was 679 pounds; the average weight of animals sold was 1,203 pounds. Feed cost was \$40.18 per 100 pounds produced in 1994; it was \$39.93 in 1993.

Each 100 pounds of beef produced required 635 pounds of concentrates and 55 pounds of hay. The

amount of corn silage used in 1994 averaged 443 pounds; other silage averaged 103 pounds, making a total of 546 pounds. Silage utilization by the feeder-cattle enterprise has decreased the last 5 years since the 10-year average for the period from 1977 through 1986 reached 906 pounds per 100 pounds of beef produced. The use of 546 pounds per 100 pounds of beef produced in 1994 was the smallest amount fed since 1963. The high initial investment required for many silage feeding operations and a slowdown in capital purchases may denote more reliance on higher concentrate and dry roughage facilities.

These data do not show the wide variation in profits among cattle-feeding programs. The data on Illinois feeder-cattle enterprises in Tables 9, 10, and 13 reflect the composite results of all qualities and ages of cattle fed. The data are heavily weighted, with good-to-choice calves and yearlings as the predominant cattle-feeding system. Most farmers now feed more than one drove of cattle each year to better utilize their fixed investments in mechanized feedlots.

The return above the cost of feed and purchased animals averaged \$15.57 per 100 pounds of beef produced from 1990 through 1994 (Table 10). During this period, returns ranged from \$3.97 in 1991, to \$25.74 in 1990. The returns above feed costs have remained below the estimated costs required to pay for all nonfeed costs for the average cattle feeder in

3 of the last 5 years. The 1992 returns above feed cost of \$25.40 were the third highest since 1975. The 1991 returns were the lowest since 1981.

The data on feeder-cattle enterprises in Table 14 show a detailed breakdown for the period from 1991 through 1994 on cost and returns to produce beef on beef-feeding farms. The farms included had no other livestock. All costs were accounted for either in crops or in the beef-feeding enterprise. The figure for feed costs is based on the assumption that all the grain and roughage fed was produced on the farm and was marketable.

The data show that these farms were finishing an average of 717 feeders each year from 1991 through 1994. The 4-year average total cash cost including feed and interest charged on cattle was \$54.10 per 100 pounds of beef produced. The average total return of \$53.79 for the same period was less than total cash costs by 31 cents per 100 pounds produced, or about \$2 per feeder.

Some feeders may be able to discount some of these cash costs for roughage fed and for interest on cattle if they had no market for the roughage or were able to use their own money invested in cattle without paying interest. Total other costs of \$8.64 per 100 pounds of beef produced or \$41 per feeder (\$8.64 multiplied by 4.75 hundredweight of gain per feeder) include depreciation, labor, and interest. Adding the other costs to cash costs results in total costs of \$62.74 per hundredweight over the 4-year period.

A number of cattle feeders in Illinois apparently will feed cattle if their return covers feed and cash costs but is short of paying market rates for some nonmarketable roughage, and fixed and overhead costs. But this number is expected to decline.

Farmers' values, goals, and attitudes have been important in maintaining production; but the dictates of the market, technological changes, and shifts in the basic factors of supply and demand continue to cause changes. The return reflected in these averages for the feeder-cattle enterprise suggests that to be profitable, farmers must produce the kind of beef the consumer wants at the lowest possible cost. Even though farms may have nonmarketable feeds, unemployed labor, or fixed capital investments in facilities, these data indicate returns are not consistently high enough to justify the building of new facilities.

Dairy enterprises

The minimum size for a herd included in this analysis was 10 milk cows. The average herd size on recordkeeping farms increased steadily at an average of 1.8 cows per year from 42 in 1970 to 63 in 1982. The herd size has remained steady, between 63 and 70 cows, since 1982.

The return per \$100 of feed fed to dairy cattle in 1994 was \$196. The average for the period from 1990 through 1994 was \$201 (Table 9). In 1994,

milk prices per hundredweight increased 4 percent from 1993 but were 1 percent below prices received in 1992. From 1993 to 1994, beef prices for all weights sold decreased \$7.20 per hundred pounds, while feed costs increased 80 cents per unit of milk or beef produced.

Dairy farmers have reduced the amount of pasture and dry hay and have increased the amounts of grain and silage fed over the past two decades. Pasture days per animal unit dropped from 145 in 1960, to 50 in 1970, to 11 in 1994. This shift indicates that significant pasture days are a thing of the past on nearly all dairy farms in this sample. However, some producers are beginning to experiment again with intensive rotational grazing as a means of lowering costs.

Table 15. Dairy-Cattle Enterprises, 1994 Averages per Farm

	All farms	Efficiency	
		High ^a	Low ^b
Number of farms	136	45	44
Number of cows	69.9	68.3	59.6
Milk cows dry, percent	14.3	12.5	13.7
Animal units in herd	130	132	108
Total returns	\$181,330	\$201,337	\$128,409
Value of feed fed	\$ 92,543	\$ 90,786	\$ 79,286
Returns per \$100 of feed fed	\$ 196	\$ 222	\$ 162
Returns above feed per cow	\$ 1,270	\$ 1,618	\$ 824
Total milk produced, 100 pounds	12,054	12,698	9,157
Pounds of milk per cow	17,244	18,591	15,364
Pounds of butterfat per cow	641	680	580
Total beef produced, pound	44,002	49,610	30,867
Pounds of beef per cow	629	726	517
Death loss, percent of pounds produced	9.3	7.6	13.5
Price received for:			
100 pounds of milk	\$ 12.94	\$ 13.38	\$ 12.73
100 pounds of beef	\$ 52.33	\$ 54.04	\$ 48.79
Per unit of milk and beef: ^c			
Feed cost	\$ 56.24	\$ 51.41	\$ 64.75
Grain, pound	302	299	356
Protein and minerals, pound	149	126	138
Total concentrates, pound	451	425	495
Hay and dry roughage, pound	235	185	336
Corn silage, pound	545	437	623
Other silage, pound	443	419	427
Pasture days ^d	... ^d	... ^d
Pasture days per animal unit	11	10	11
Hay equivalent per cow, tons	7.4	6.9	7.8
Concentrates per cow, pound	10,614	10,832	10,164

^a High one-third return above feed per cow exceeds 1,310.

^b Low one-third return above feed per cow is below 1,050.

^c 1,000 pounds of milk or 100 pounds of beef.

^d No significant pasture use.

Table 16. Average Milk Production Costs and Returns by Size of Herd, 1992 Through 1994

	40 to 79 cows in herd			80 or more cows in herd		
	1994	1993	1992	1994	1993	1992
Number of farms	60	69	81	52	46	52
Tillable acres.....	284	270	269	474	411	426
Number of cows	60.8	58.2	58.9	111.9	105.1	106.2
Milk per cow, pound.....	17,108	16,657	16,883	17,539	17,494	17,807
----- per 100 pounds of milk produced -----						
Price received	\$ 13.03	\$ 12.79	\$ 13.25	\$ 13.08	\$ 12.53	\$ 13.07
Cash costs						
Feed	\$ 6.63	\$ 6.65	\$ 6.35	\$ 6.58	\$ 6.43	\$ 6.08
Operating expenses:						
Maintenance and power ^a	1.21	1.30	1.20	1.34	1.28	1.28
Livestock expense	1.31	1.27	1.18	1.24	1.28	1.12
Insurance, taxes, and overhead21	.19	.21	.23	.22	.21
Total operating expenses	\$ 2.73	\$ 2.76	\$ 2.59	\$ 2.81	\$ 2.78	\$ 2.61
Total cash costs	\$ 9.36	\$ 9.41	\$ 8.94	\$ 9.39	\$ 9.21	\$ 8.69
Other costs						
Depreciation ^b	\$.86	\$.83	\$.73	\$.80	\$.74	\$.63
Labor	1.80	1.71	1.66	1.43	1.48	1.36
Interest charge on all capital	1.30	1.23	1.22	1.11	1.00	.97
Total other costs	\$ 3.96	\$ 3.77	\$ 3.61	\$ 3.34	\$ 3.22	\$ 2.96
Total nonfeed costs	\$ 6.69	\$ 6.53	\$ 6.20	\$ 6.15	\$ 6.00	\$ 5.57
Total all costs	\$ 13.32	\$ 13.18	\$ 12.55	\$ 12.73	\$ 12.43	\$ 11.65
Return above all costs	\$ -.29	\$ -.39	\$.70	\$.35	\$.10	\$ 1.42

^a Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

^b Includes machinery, equipment, and building depreciation.

The dairy herds in Table 15 were subdivided into two groups according to their efficiency as measured by returns above the cost of feed per cow. In comparison with the low-efficiency group, the high-efficiency group had more cows in the herd, and 96 percent higher returns above feed per cow. Returns above feed per cow for the high-efficiency group were \$1,618, and \$824 for the low-efficiency group. For the high-efficiency group, two factors were most significant: 21 percent higher milk production per cow—an average of 18,591 pounds, compared with an average of 15,364 pounds for the low-efficiency group—and a 21 percent lower feed cost per unit of milk and beef produced.

The average return above feed costs per cow for all dairy herds was \$1,270 in 1994 (Table 15). This figure compares with the recent 5-year average of \$1,276 per cow (Table 10). For the years 1989 through 1993, the 5-year average return above feed cost required to pay market prices for all nonfeed costs is estimated to be about \$1,068 per cow. The estimated return above feed costs currently required to attract new investments for dairy herds is about \$1,275 per cow. Although the number of dairy herds has decreased, their size and efficiency have increased, and they have continued to increase the milk supply. Normal depreciation and wear-and-tear will soon require the reinvestment of greater amounts of capital in some of these businesses.

The data in Table 16 on dairy enterprises show a detailed breakdown of milk production costs and returns for dairy farms by the number of cows in the

herd in the period from 1992 through 1994. The farms included had no other livestock. All costs were accounted for either in crops or in the dairy enterprise. The total costs for the dairy enterprise were reduced by the amount of income derived from an inventory increase in the pounds of beef produced or from sales, which was valued at the average price received for all weights of dairy animals sold from 1990 through 1994. The residual costs, amounting to 86 percent of the total enterprise costs, were then considered as the net cost of producing milk.

The differences between the herds containing 40 to 79 cows and those containing 80 or more cows for the period from 1992 through 1994 appear to be narrowing. This is probably due to the smaller, lower-efficiency herds exiting the dairy enterprise. For the 3-year period, the milk price for the larger herds averaged 13 cents less, while total nonfeed costs per 100 pounds of milk sold were 56 cents lower. The major cost difference was 30 cents less for labor on the large farms.

In 1994, feed costs per 100 pounds of milk produced decreased slightly for the small herds and increased for the large herds. The cost of feed averaged about 50 percent of total production costs in Illinois dairy enterprises. Total nonfeed costs increased 2 percent for the small dairy herds and 3 percent for the large dairy herds when compared with costs in 1993. The total cost of producing 100 pounds of milk in 1994 was \$13.32 for the small herds and \$12.73 for the large herds. The average price received for milk in 1994 increased for both

Table 17. Beef-Cow Enterprises, 1994 Averages per Farm

	All farms	Calves sold	Calves fed out
Number of farms	219	72	46
Number of cows in herd ...	43	46	40
Animal units in herd.....	65	60	64
Total pounds produced.....	31,616	22,424	43,167
Beef per cow in herd, pound.....	735	487	1,079
Total returns	\$18,595	\$12,763	\$22,612
Value of feed fed	\$15,896	\$12,873	\$18,744
Returns per \$100 of feed fed.....	\$ 117	\$ 99	\$ 121
Returns above feed per cow	\$ 63	\$ -2	\$ 96
Death loss, pound	1,745	1,605	1,854
Percent of pounds produced	5.5	7.1	4.2
Weight per market animal sold, pounds.....	760	549	1,083
Price received per 100 pounds sold — market animal	\$ 73.46	\$ 75.80	\$ 66.15
per 100 pounds produced			
Feed cost.....	\$ 50.27	\$ 57.40	\$ 43.42
Grain, pound.....	234	169	279
Protein and minerals, pound	40	44	42
Total concentrates, pound.....	274	213	321
Hay and dry roughage, pound	683	909	518
Corn silage, pound.....	285	249	324
Other silage, pound	38	8	32
Pasture days.....	28	46	17
Pasture days per animal unit	138	171	117
Hay equivalent per cow, tons.....	5.5	5.1	5.7

groups of dairy enterprises. The higher milk prices offset the higher costs, resulting in returns above total production costs in 1994 that were better than 1993 returns. Returns were a *negative* 29 cents per 100 pounds of milk produced and 35 cents for the larger herds. The returns above all costs for the large-herd group have averaged per 100 pounds of milk produced 62 cents more than the returns for the small-herd group from 1992 through 1994. This amounts to \$10,874 more in returns per farm per year for herds in the large-size group. Due to higher milk prices, returns to dairy farmers improved in 1994 but were still below the average for the last 5 years.

Beef-cow herds

The minimum size for a beef-cow herd included in Table 17 was 10 cows. Farms combining cow herds and purchased feeder cattle were not included. In addition to all farms, Table 17 gives an analysis of cow herds in which calves were sold at weaning time and compares them with cow herds in which calves were finished to slaughter weights. From 1956 through 1969, the average size of the herd on all farms ranged from 25 to 30 cows. From 1969 to 1973, the average

Table 18. Sheep Enterprises, 1994 Averages per Farm

	Native flocks
Number of farms	36
Wool and mutton produced, pound.....	6,913
Total returns.....	\$4,639
Value of feed fed	\$3,186
Returns per \$100 of feed fed	\$ 146
Percent lamb crop	160
Death loss, pound	615
Percent of pounds produced	8.9
per 100 pounds produced	
Price received	\$64.73
Feed cost	\$46.09
Concentrates, pound	395
Hay, pound	694
Corn silage, pound	0
Pasture days	8
Hay equivalent, pound.....	901

grew to about 40 cows per herd and remained stable through 1989. The herd size increased to 43 cows in 1994. Most Illinois farmers who maintain a beef-cow herd do so as a supplemental enterprise to market nonsalable feeds and labor.

The return per \$100 of feed fed to beef-cow herds averaged \$117 in 1994. The return for the 5-year period from 1990 through 1994 averaged \$137, which is above the 15-year average of \$130 for the period from 1980 through 1994 (Table 9). Beef prices received in 1994 averaged \$73.46 per hundredweight, a decrease of \$5.13 over beef prices in 1993. Feed costs per 100 pounds of beef produced decreased by \$1.10 to \$50.27 in 1994.

Since 1990, the return above feed cost per cow for the average farmer to feed out calves rather than to sell them at weaning has been about \$103 per cow. Additional returns are needed for the added costs of labor, buildings, and the capital required to feed out the calves. In 1994, return above feed cost for feeding calves to market weight was \$98 more per cow than for selling calves.

Sheep enterprises

Sheep production is a minor enterprise on Illinois recordkeeping farms. The minimum size of enterprise in Table 18 is 3 animal units. One animal unit of sheep is defined as 750 pounds, liveweight. The return per \$100 of feed fed in 1994 was \$146 for native flocks. The returns per \$100 of feed fed have been less than \$100 for 3 of the last 5 years. The pounds of wool and mutton produced per farm have remained fairly constant for the past 10 years. The price received for sheep increased from \$50.78 per hundredweight in 1993 to \$64.73 in 1994, while feed costs per hundredweight produced decreased by \$3.33 to \$46.09. Most Illinois farmers who keep sheep do so as a supplemental enterprise in order to market nonsalable feeds and labor.

Costs, returns, financial summaries, investments, land use, and crop yields for different sizes and types of Illinois farms are reported in Tables 19 to 27a.

Table 19. 1994 Average Return, Costs, and Financial Summary by Size and Management Returns for Northern and Central Illinois Grain Farms with Soil Ratings from 86 to 100

	180-339		340-799		800-1199		Over 1199	Your Farm	All Farms	340-799	
Range in size (total acres)	180-339		340-799		800-1199		Over 1199	Your Farm	All Farms	Low 25%	High 25%
Management returns	180-339		340-799		800-1199		Over 1199	Your Farm	All Farms	Low 25%	High 25%
Number of farms	51	429	228	150	858	107	107				
Total acres in farm	276	581	973	1,624	849	639					
Acres of tillable land	265	562	939	1,540	816	625					
Soil rating on tillable land	93	92	91	91	92	92					
Total months labor	11.1	12.9	16.2	24.0	15.6	12.8					
Months of hired labor	0.4	1.4	4.2	9.3	3.5	1.4					
Beef produced, hundredweight	0	1	4	5	2	2					
Pork produced, hundredweight	1	0	0	0	0	0					
Dairy cows, number	0	0	0	0	0	0					
Dollar returns per farm	97,577	203,807	343,405	566,771	298,044	243,850					
Crop returns	24	8	297	398	154	83					
Livestock returns above feed	1,032	2,341	3,064	6,835	3,241	2,843					
Custom work	789	1,718	2,443	4,974	2,424	1,474					
Other farm receipts	99,421	207,874	349,209	578,977	303,863	248,249					
Value of farm production											
Dollar costs per farm	23,022	47,867	77,823	126,468	68,092	49,772					
Crop expenses	18,316	33,133	54,112	88,002	47,419	32,387					
Power and equipment	6,336	9,424	13,853	22,594	12,720	8,322					
Building and fence	18,378	21,356	27,209	41,722	26,295	21,128					
Labor	67	186	260	168	195	281					
Livestock services and supplies	5,916	11,966	19,829	31,752	17,155	13,116					
Taxes	3,392	5,890	9,023	15,054	8,176	5,827					
Insurance and miscellaneous	5,873	11,596	19,739	34,214	17,374	11,868					
Interest on nonland capital	29,825	63,016	104,740	170,075	90,847	69,607					
Land charge or net rent	111,125	204,433	326,585	530,047	288,272	212,306					
Total nonfeed cost	1,181	948	1,143	1,704	1,146	1,607					
Capital account adjustment	(10,522)	4,388	23,765	50,633	16,736	37,550					
Management returns											
Farm production per \$1.00 of nonfeed costs	0.89	1.02	1.07	1.09	1.05	1.17					
Farm production per man	107,844	193,118	258,324	289,337	233,371	233,502					
Financial summary											
Cash operating income	90,948	194,855	329,825	542,932	285,398	218,302					
Inventory change	3,972	2,894	3,388	13,295	4,908	17,017					
Accts. receivable (net change)	4,609	10,230	17,066	24,569	14,219	12,981					
Farm products used	89	367	619	730	481	433					
Less purchased feed	198	347	1,383	2,347	963	377					
Less purchased livestock	0	126	307	339	204	107					
Adjusted gross farm income											
Cash operating expense	99,421	207,874	349,209	578,840	303,839	248,249					
Prepaid expense (-if increased)	48,342	92,581	153,569	251,414	133,926	95,371					
Accts. payable (+if increased)	621	135	(1,781)	(421)	(442)	(74)					
Farm-produced inputs	64	109	224	80	132	76					
Total operating expense	89	345	597	718	462	409					
Income before depreciation	49,117	93,170	152,607	251,789	134,077	95,782					
Less depreciation	50,304	114,700	196,599	327,047	169,759	152,470					
Capital account adjustment	8,442	17,411	29,329	49,331	25,625	16,090					
Net farm income *	1,181	948	1,143	1,704	1,146	1,607					
(operator's share) *	43,044	98,237	168,413	279,421	145,280	137,988					
Labor & mgt. income per operator	18,823	38,523	61,109	90,895	52,510	59,575					
Rate earned on investment, %	7,025	23,266	43,046	61,463	34,235	56,184					
	3.34	5.00	5.62	5.92	5.46	6.87					

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 86 to 100 are those with nearly level, well-drained prairie soils. * Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 19a. 1994 Average Operating Costs, Investments, and Land Use by Size and Management Returns for Northern and Central Illinois Grain Farms with Soil Ratings from 86 to 100

Range in size (total acres)	180-339	340-799	800-1199	Over 1199	Your Farm	All Farms	Low 25% 107	High 25% 107
Management returns								
Number of farms	51	429	228	150		858		
Some costs and returns per tillable acre								
Soil fertility	36.53	36.01	35.65	35.01		35.58	39.51	33.49
Pesticides	29.52	28.92	28.06	27.90		28.33	29.75	27.53
Seed and other crop	20.74	20.18	19.14	19.20		19.55	21.67	18.61
Crop total	86.79	85.11	82.85	82.11		83.46	90.93	79.64
Light vehicle and utilities	6.23	4.81	3.50	3.13		3.88	5.77	4.01
Machinery repairs, supplies	18.46	14.82	14.42	13.69		14.40	16.57	13.06
Machinery hire	9.38	5.39	4.62	4.61		4.97	5.92	5.34
Fuel and oil	9.09	7.42	7.29	7.41		7.41	8.04	6.77
Machinery depreciation	25.90	26.47	27.77	28.29		27.46	31.06	22.64
Power and equipment total	69.05	58.91	57.60	57.14		58.12	67.37	51.82
Drying and storage	14.36	10.63	9.56	9.41		9.97	11.75	8.79
Building repair	3.59	1.65	1.73	1.54		1.68	2.52	1.43
Building depreciation	5.93	4.48	3.45	3.72		3.94	7.41	3.10
Building total	23.89	16.76	14.75	14.67		15.59	21.68	13.32
Labor, unpaid	67.39	34.19	21.47	15.99		24.94	36.93	30.34
Labor, hired	1.89	3.78	7.49	11.10		7.29	5.19	3.46
Labor total	69.29	37.97	28.96	27.09		32.23	42.13	33.80
Value of feed fed	0.03	0.11	0.12	0.12		0.11	0.14	0.14
Capital purchases	33.67	34.35	36.71	39.63		36.80	40.97	25.38
Operator interest paid	17.83	14.63	13.24	13.92		14.03	13.22	14.31
Crop returns	367.86	362.39	365.57	368.00		365.32	328.95	390.16
Livestock return above feed	0.09	0.01	0.32	0.26		0.19	-0.04	0.13
Value of farm production	374.81	369.62	371.75	375.92		372.45	334.32	397.20
Total nonfeed cost	418.94	363.50	347.66	344.15		353.34	390.59	339.69
Management returns	-39.67	7.80	25.30	32.88		20.51	-54.77	60.08
Farm investment								
Livestock inventory	23	260	1,272	734		598	75	398
Grain inventory	67,851	136,461	234,892	379,481		201,025	140,248	142,716
Remaining cost in machinery and auto buildings and fence	12,699	28,339	53,872	112,510		48,909	30,766	28,059
soil fertility	10,758	15,210	21,860	32,522		19,739	19,468	13,903
Value of land (current)	11	232	67	230		174	234	38
Total farm investment	662,784	1,400,362	2,327,552	3,779,454		2,018,831	1,307,847	1,546,828
Total investment per acre	754,127	1,580,871	2,639,510	4,304,925		2,289,279	1,498,639	1,731,941
Machinery invest. per till. acre	2,731	2,722	2,714	2,650		2,696	2,736	2,711
Percent tillable land in	48	50	57	73		60	59	45
Corn and corn silage	53.5	51.6	51.2	51.1		51.4	51.4	51.4
Soybeans	45.6	46.6	47.0	46.3		46.6	47.3	46.0
Wheat	0.1	0.3	0.2	0.4		0.3	0.5	0.1
Other small grain	0.1	0.0	0.0	0.0		0.0	0.0	0.0
Diverted acres	0.1	0.1	0.0	0.2		0.1	0.2	0.0
All hay and pasture	0.2	0.2	0.1	0.2		0.2	0.3	0.1
Crop yields, bushels per acre								
Corn	184	180	182	185		182	173	187
Soybeans	54	53	53	53		53	50	55
Wheat	44	73	76	64		69	69	70

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 86 to 100 are those with nearly level, well-drained prairie soils.

Table 20. 1994 Average Return, Costs, and Financial Summary by Size and Management Returns for Northern and Central Illinois Grain Farms with Soil Ratings from 56 to 85

Range in size (total acres)	180-339	340-799	800-1199	Over 1199	Your Farm	All Farms	Low 25%	High 25%
Management returns							67	67
Number of farms	31	266	146	111		554		
Total acres in farm	273	596	976	1,611		881	548	648
Acres of tillable land	256	568	928	1,521		836	516	627
Soil rating on tillable land	78	78	77	77		77	78	79
Total months labor	12.5	13.2	15.5	20.8		15.3	13.9	13.1
Months of hired labor	1.0	1.5	3.0	6.5		2.8	2.0	1.3
Beef produced, hundredweight	2	1	5	5		3	0	1
Pork produced, hundredweight	0	1	0	3		1	0	4
Dairy cows, number	0	0	0	0		0	0	0
Dollar returns per farm								
Crop returns	88,359	194,653	317,755	524,590		287,254	156,258	234,811
Livestock returns above feed	72	64	157	75		91	(1)	206
Custom work	1,493	2,301	4,365	8,181		3,978	1,983	3,508
Other farm receipts	639	1,743	2,163	4,013		2,247	2,185	1,903
Value of farm production	90,563	198,762	324,439	536,858		293,569	160,424	240,428
Dollar costs per farm								
Crop expenses	22,900	47,024	78,715	125,684		69,786	46,419	48,574
Power and equipment	17,134	32,105	53,938	84,000		47,419	33,816	32,142
Building and fence	6,135	8,703	14,475	19,779		12,300	8,756	7,458
Labor	20,621	21,606	25,609	34,286		25,146	22,417	21,451
Livestock services and supplies	77	143	133	258		160	302	108
Taxes	4,725	9,568	14,998	24,641		13,748	8,728	10,492
Insurance and miscellaneous	3,653	6,312	10,066	14,776		8,848	6,300	6,098
Interest on nonland capital	5,564	10,694	18,387	29,113		16,125	9,979	10,789
Land charge or net rent	24,835	53,286	85,484	137,549		77,062	49,184	59,253
Total nonfeed cost	105,643	189,437	301,800	470,082		270,590	185,900	196,366
Capital account adjustment	605	1,058	2,277	2,834		1,710	324	1,755
Management returns	(14,474)	10,382	24,916	69,611		24,688	(25,152)	45,816
Farm production per \$1.00 of nonfeed costs	0.86	1.05	1.08	1.14		1.08	0.86	1.22
Farm production per man	86,918	180,231	250,658	309,726		230,031	138,051	220,315
Financial summary								
Cash operating income	87,900	179,561	294,497	467,058		262,325	153,803	211,130
Inventory change	(1,255)	10,069	15,190	49,226		18,630	(1,417)	18,789
Accts. receivable (net change)	4,384	9,536	16,141	22,787		13,643	8,095	11,551
Farm products used	140	240	379	541		332	211	212
Less purchased feed	573	577	1,524	2,132		1,138	263	1,097
Less purchased livestock	33	67	243	635		225	5	158
Adjusted gross farm income	90,563	198,762	324,439	536,844		293,566	160,424	240,428
Cash operating expense	47,675	89,557	145,192	236,283		131,273	89,338	90,468
Prepaid expense (-if increased)	(206)	(524)	1,366	(897)		(83)	206	(785)
Accts. payable (+if increased)	113	115	238	186		162	217	(103)
Farm-produced inputs	95	230	365	524		317	211	198
Total operating expense	47,677	89,377	147,161	236,095		131,668	89,973	89,775
Income before depreciation	42,886	109,385	177,279	300,749		161,898	70,451	150,653
Less depreciation	8,332	16,349	29,653	43,357		24,818	16,834	16,736
Capital account adjustment	605	1,058	2,277	2,834		1,710	324	1,755
Net farm income *	35,159	94,094	149,903	260,227		138,791	53,941	135,672
(operator's share) *	17,786	37,433	54,858	92,149		51,889	9,561	60,722
Labor & mgt. income per operator	4,544	29,699	44,096	82,543		42,673	(5,416)	65,266
Rate earned on investment, %	2.49	5.53	5.92	6.80		6.04	2.75	7.81

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 56 to 85 are those with poorly drained, heavy-till, and timber soils. * Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 20a. 1994 Average Operating Costs, Investments, and Land Use by Size and Management Returns for Northern and Central Illinois Grain Farms with Soil Ratings from 56 to 85

Range in size (total acres)	180-339	340-799	800-1199	Over 1199	Your Farm	All Farms	Low 25%	High 25%
Management returns	31	266	146	111		554	67	67
Number of farms								
Some costs and returns per tillable acre								
Soil fertility	40.87	36.05	36.54	34.32		35.65	40.73	31.85
Pesticides	28.38	27.34	28.94	29.15		28.49	28.35	26.73
Seed and other crop	20.28	19.38	19.38	19.19		19.33	20.89	18.93
Crop total	89.52	82.77	84.86	82.66		83.46	89.97	77.51
Light vehicle and utilities	7.96	4.61	4.28	3.20		4.06	5.28	3.89
Machinery repairs, supplies	19.87	14.32	14.05	13.35		13.98	16.94	12.55
Machinery hire	7.95	5.92	5.11	6.51		5.93	6.40	5.15
Fuel and oil	8.31	7.53	7.32	7.38		7.43	8.49	7.06
Machinery depreciation	22.89	24.13	27.38	24.80		25.31	28.43	22.64
Power and equipment total	66.98	56.51	58.15	55.24		56.71	65.54	51.29
Drying and storage	10.40	8.63	8.83	7.60		8.34	9.92	6.44
Building repair	3.90	2.06	2.19	1.69		2.00	2.85	1.40
Building depreciation	9.68	4.63	4.58	3.71		4.37	4.20	4.07
Building total	23.98	15.32	15.61	13.01		14.71	16.97	11.90
Labor, unpaid	75.20	34.74	22.71	15.76		25.00	38.62	31.61
Labor, hired	5.42	3.29	4.89	6.78		5.07	4.83	2.61
Labor total	80.61	38.03	27.61	22.55		30.07	43.45	34.23
Value of feed fed	0.13	0.08	0.13	0.19		0.14	0.02	0.11
Capital purchases	30.21	31.62	38.05	35.80		35.00	37.36	26.19
Operator interest paid	12.42	14.94	15.82	14.96		15.16	15.33	14.79
Crop returns	345.41	342.63	342.56	345.01		343.52	302.86	374.68
Livestock return above feed	0.28	0.11	0.17	0.05		0.11	0.00	0.33
Value of farm production	354.03	349.86	349.77	353.07		351.08	310.93	383.64
Total nonfeed cost	412.98	333.45	325.36	309.16		323.60	360.31	313.33
Management returns	-56.59	18.27	26.86	45.78		29.52	-48.75	73.11
Farm investment	242	159	642	1,544		568	4	323
Livestock inventory	65,477	121,062	197,477	301,574		174,257	104,052	128,463
Remaining cost in								
machinery and auto	12,366	26,821	58,419	87,696		46,536	27,744	27,557
buildings and fence	8,416	13,659	20,214	29,294		18,226	11,107	10,904
soil fertility	0	49	31	47		41	12	0
Value of land (current)	551,890	1,184,127	1,899,635	3,056,616		1,712,486	1,092,967	1,316,738
Total farm investment	638,390	1,345,866	2,176,401	3,476,765		1,952,104	1,235,887	1,483,985
Total investment per acre	2,335	2,260	2,230	2,159		2,215	2,256	2,290
Machinery invest. per till. acre	48	47	63	58		56	54	44
Percent tillable land in								
Corn and corn silage	53.9	53.0	52.8	52.3		52.7	52.0	53.9
Soybeans	43.0	42.9	42.9	42.0		42.6	42.9	42.6
Wheat	0.3	0.9	1.1	1.3		1.1	1.7	0.3
Other small grain	0.2	0.1	0.1	0.1		0.1	0.1	0.1
Diverted acres	0.2	1.0	0.1	1.3		0.8	3.4	0.2
All hay and pasture	1.0	0.5	0.4	0.2		0.4	0.2	0.4
Crop yields, bushels per acre								
Corn	168	168	164	170		167	152	178
Soybeans	52	51	50	50		51	47	54
Wheat	89	64	59	59		61	61	68

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 56 to 85 are those with poorly drained, heavy-till, and timber soils.

Table 21. 1994 Average Return, Costs, and Financial Summary by Size and Months of Labor for Northern and Central Illinois Hog Farms with Soil Ratings from 86 to 100

	Range in size (total acres)			Months of Labor		
	60-259	260-499	500-799	Over 799	Your Farm	All Farms
Management returns						
Number of farms	12	35	32	33		112
Total acres in farm	193	382	634	1,089		642
Acres of tillable land	184	359	599	1,022		604
Soil rating on tillable land	93	90	90	90		91
Total months labor	14.7	19.1	25.8	39.4		26.5
Months of hired labor	3.5	5.3	11.3	23.5		12.2
Beef produced, hundredweight	(6)	101	83	328		151
Pork produced, hundredweight	2,392	4,219	6,535	10,046		6,402
Dairy cows, number	0	1	0	0		0
Dollar returns per farm	58,594	121,481	205,765	366,819		211,111
Crop returns	22,100	46,233	59,287	108,838		65,823
Livestock returns above feed	290	869	2,008	3,599		1,936
Custom work	841	1,489	3,729	9,630		4,458
Other farm receipts						
Value of farm production	81,825	170,073	270,789	488,887		283,330
Dollar costs per farm						
Crop expenses	14,667	29,382	47,199	83,536		48,852
Power and equipment	25,224	36,419	53,335	93,525		56,879
Building and fence	7,565	13,091	19,032	44,129		23,341
Labor	24,538	32,032	42,633	76,610		47,393
Livestock services and supplies	4,614	10,271	15,368	25,833		15,706
Taxes	5,204	8,949	14,351	23,784		14,462
Insurance and miscellaneous	3,683	5,606	9,783	18,835		10,491
Interest on nonland capital	9,027	16,809	25,121	52,016		28,723
Land charge or net rent	21,440	40,297	66,764	113,807		67,498
Total nonfeed cost	115,961	192,856	293,585	532,073		313,345
Capital account adjustment	83	748	447	885		631
Management returns	(34,053)	(22,035)	(22,348)	(42,301)		(29,383)
Farm production per \$1.00 of nonfeed costs	0.71	0.88	0.92	0.92		0.90
Farm production per man	66,758	107,108	125,933	148,945		128,262
Financial summary						
Cash operating income	142,573	255,960	412,263	694,187		417,590
Inventory change	(13,313)	(12,371)	(22,958)	(24,008)		(18,925)
Accts. receivable (net change)	3,709	5,522	10,608	15,695		9,778
Farm products used	193	449	458	1,276		668
Less purchased feed	47,033	64,305	113,419	153,496		102,767
Less purchased livestock	4,285	15,181	16,150	44,725		22,996
Adjusted gross farm income	81,843	170,073	270,802	488,929		283,348
Cash operating expense	55,265	93,711	146,102	266,427		155,450
Prepaid expense (-if increased)	309	395	4,333	10,269		4,420
Accts. payable (+if increased)	100	(344)	377	2,016		605
Farm-produced inputs	0	146	192	514		252
Total operating expense	55,674	93,907	151,005	279,225		160,727
Income before depreciation	26,169	76,166	119,797	209,704		122,621
Less depreciation	11,116	18,703	26,293	60,378		32,338
Capital account adjustment	83	748	447	885		631
Net farm income *	15,135	58,211	93,951	150,211		90,914
(operator's share) *	(1,982)	16,679	23,749	6,495		13,699
Labor & mgt. income per operator	(15,349)	2,050	(3,499)	(7,238)		(4,136)
Rate earned on investment, %	-0.60	3.11	3.80	3.82		3.53

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 86 to 100 are those with nearly level, well-drained prairie soils. * Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 21a. 1994 Average Operating Costs, Investments, and Land Use by Size and Months of Labor for Northern and Central Illinois Hog Farms with Soil Ratings from 86 to 100

Range in size (total acres)	60-259	260-499	500-799	Over 799	Your Farm	All Farms	Months of Labor
Management returns	12	35	32	33		112	21-27 26
Number of farms	12	35	32	33		112	9
Some costs and returns per tillable acre							
Soil fertility	30.70	34.88	31.38	32.52		32.57	36.45
Pesticides	26.98	26.27	28.35	29.06		28.27	31.48
Seed and other crop	22.19	20.59	19.04	20.19		20.00	31.69
Crop total	79.86	81.74	78.77	81.77		80.85	82.34
Light vehicle and utilities	27.24	16.45	15.68	14.85		15.78	19.93
Machinery repairs, supplies	45.32	27.51	25.02	24.11		25.69	29.40
Machinery hire	8.13	11.23	5.84	8.55		8.26	9.24
Fuel and oil	16.89	14.71	12.55	11.92		12.78	11.69
Machinery depreciation	39.75	31.43	29.92	32.12		31.62	39.45
Power and equipment total	137.33	101.32	89.01	91.54		94.13	109.70
Drying and storage	10.70	8.79	7.51	7.19		7.69	6.45
Building repair	9.71	7.02	10.29	9.02		9.03	16.21
Building depreciation	20.77	20.60	13.96	26.98		21.90	50.10
Building total	41.19	36.42	31.76	43.19		38.63	72.76
Labor, unpaid	101.84	64.31	40.53	26.08		39.75	25.86
Labor, hired	31.76	24.81	30.62	48.90		38.68	78.90
Labor total	133.60	89.11	71.15	74.99		78.44	104.76
Value of feed fed	379.66	317.17	299.82	254.60		283.12	367.78
Capital purchases	68.03	67.44	56.93	87.14		74.30	195.98
Operator interest paid	35.28	34.66	23.30	35.39		31.83	43.29
Crop returns	319.02	337.96	343.41	359.05		349.39	372.46
Livestock return above feed	120.33	128.62	98.95	106.53		108.94	161.79
Value of farm production	445.51	473.14	451.93	478.53		468.92	544.27
Total nonfeed cost	631.37	536.52	489.97	520.80		518.59	643.51
Management returns	(185.41)	(61.30)	(37.30)	(41.41)		(48.63)	(97.37)
Farm investment							
Livestock inventory	38,461	73,459	107,096	200,243		116,676	278,817
Grain inventory	45,586	94,889	152,114	254,081		152,861	247,223
Remaining cost in machinery and auto buildings and fence							
soil fertility	72	64	0	40		39	145
Value of land (current)	476,437	895,483	1,483,639	2,529,046		1,499,947	2,346,615
Total farm investment	596,646	1,129,365	1,832,275	3,237,488		1,894,263	3,234,400
Total investment per acre	3,089	2,959	2,889	2,973		2,951	3,203
Machinery invest. per till. acre	69	80	72	85		80	109
Percent tillable land in							
Corn and corn silage	64.0	58.3	56.7	58.2		58.0	60.5
Soybeans	30.7	35.3	38.9	36.8		36.9	34.6
Wheat	1.3	1.2	1.5	1.0		1.2	0.3
Other small grain	1.4	1.3	0.8	0.3		0.6	0.3
Diverted acres	0.0	0.0	0.5	0.2		0.2	0.0
All hay and pasture	2.7	3.5	1.1	1.6		1.9	0.4
Crop yields, bushels per acre							
Corn	166	175	174	179		177	183
Soybeans	51	54	54	55		54	55
Wheat	70	73	74	79		76	77

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 86 to 100 are those with nearly level, well-drained prairie soils.

Table 22. 1994 Average Return, Costs, and Financial Summary by Size and Months of Labor for Northern and Central Illinois Hog Farms with Soil Ratings from 56 to 85

Range in size (total acres)	60-259	260-499	500-799	Over 799	Your Farm	All Farms	Months of Labor
Management returns							21-27
Number of farms	35	53	52	44		184	41
Total acres in farm	183	374	643	1,165		603	649
Acres of tillable land	169	335	557	982		521	560
Soil rating on tillable land	74	75	76	76		76	75
Total months labor	15.6	16.0	26.1	34.9		23.3	24.4
Months of hired labor	3.6	3.5	12.2	19.0		9.7	10.2
Beef produced, hundredweight	61	131	237	497		235	298
Pork produced, hundredweight	3,913	3,712	4,870	8,816		5,298	6,628
Dairy cows, number	1	0	1	0		1	0
Dollar returns per farm							
Crop returns	51,702	106,585	176,184	335,688		170,600	185,328
Livestock returns above feed	50,918	28,403	46,308	84,825		51,238	64,193
Custom work	865	1,106	1,968	2,199		1,565	2,287
Other farm receipts	941	2,332	2,281	5,977		2,925	3,079
Value of farm production	104,426	138,426	226,741	428,689		226,328	254,888
Dollar costs per farm							
Crop expenses	13,588	26,273	43,269	80,857		41,716	46,272
Power and equipment	28,296	33,710	49,428	88,509		50,226	59,084
Building and fence	12,990	11,269	16,895	35,975		19,094	20,259
Labor	30,893	27,181	40,913	64,946		40,798	45,845
Livestock services and supplies	10,974	6,621	10,690	19,545		11,689	14,856
Taxes	3,848	7,235	10,651	18,589		10,271	10,664
Insurance and miscellaneous	5,989	5,829	8,636	15,318		8,922	12,017
Interest on nonland capital	13,474	13,724	22,882	45,999		23,984	26,837
Land charge or net rent	15,120	30,471	51,993	92,565		48,482	51,238
Total nonfeed cost	135,176	162,313	255,357	462,301		255,183	286,622
Capital account adjustment	820	2,838	398	893		1,300	1,084
Management returns	(29,929)	(21,048)	(28,217)	(32,720)		(27,554)	(30,649)
Farm production per \$1.00							
of nonfeed costs	0.77	0.85	0.89	0.93		0.89	0.89
Farm production per man	80,078	103,588	104,211	147,381		116,458	125,418
Financial summary							
Cash operating income	206,529	217,522	336,980	599,732		340,589	404,026
Inventory change	(9,872)	(8,162)	(20,709)	(3,395)		(10,893)	(19,232)
Accts. receivable (net change)	2,388	6,008	9,357	14,451		8,285	9,080
Farm products used	489	326	550	803		535	540
Less purchased feed	83,737	58,004	78,912	147,107		90,115	113,072
Less purchased livestock	11,361	18,075	20,525	35,787		21,726	26,453
Adjusted gross farm income	104,434	139,615	226,741	428,698		226,674	254,888
Cash operating expense	68,437	78,752	128,884	242,906		130,212	148,406
Prepaid expense (-if increased)	(376)	622	266	(478)		68	2,305
Accts. payable (+if increased)	74	(28)	(11)	478		117	503
Farm-produced inputs	298	148	232	277		231	208
Total operating expense	68,433	79,494	129,371	243,182		130,628	151,422
Income before depreciation	36,001	60,121	97,370	185,517		96,046	103,466
Less depreciation	17,909	17,585	27,815	53,772		29,191	33,349
Capital account adjustment	820	2,838	398	893		1,300	1,084
Net farm income *	18,912	45,373	69,954	132,638		68,154	71,201
(operator's share) *	(1,263)	15,652	12,818	5,984		9,321	8,725
Labor & mgt. income per operator	(10,260)	(493)	(8,941)	(10,421)		(7,113)	(8,149)
Rate earned on investment, %	-0.26	3.68	3.18	3.97		3.21	3.17

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 56 to 85 are those with poorly drained, heavy-till, and timber soils. * Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

**Table 22a. 1994 Average Operating Costs, Investments, and Land Use by Size and Months of Labor for Northern and Central Illinois
Hog Farms with Soil Ratings from 56 to 85**

Range in size (total acres)	60-259	260-499	500-799	Over 799	Your Farm	All Farms	Months of Labor	31-39
Management returns	35	53	52	44		184	21-27	16
Number of farms							41	
Some costs and returns per tillable acre								
Soil fertility	27.09	30.07	30.73	34.09		31.90	34.35	33.90
Pesticides	32.16	29.24	27.72	29.00		28.85	28.31	25.48
Seed and other crop	21.34	19.26	19.26	19.24		19.37	17.54	17.54
Crop total	80.59	78.52	77.71	82.33		80.13	82.59	76.92
Light vehicle and utilities	34.40	14.62	13.26	12.20		14.34	15.86	12.00
Machinery repairs, supplies	42.99	26.56	22.08	23.78		24.97	26.48	23.83
Machinery hire	22.32	11.42	8.02	9.85		10.36	12.35	9.70
Fuel and oil	20.77	13.34	11.65	12.22		12.78	13.76	10.14
Machinery depreciation	47.35	34.80	33.76	32.07		34.03	37.00	32.93
Power and equipment total	167.83	100.75	88.78	90.13		96.47	105.45	88.60
Drying and storage	5.48	6.72	7.84	6.55		6.91	6.47	7.97
Building repair	12.70	9.20	6.38	7.46		7.78	7.35	6.77
Building depreciation	58.87	17.76	16.12	22.62		21.99	22.34	17.72
Building total	77.05	33.68	30.34	36.63		36.68	36.16	32.47
Labor, unpaid	120.07	62.88	41.84	27.13		43.92	42.44	42.21
Labor, hired	63.16	18.36	31.64	39.00		34.44	39.39	33.37
Labor total	183.23	81.24	73.48	66.13		78.36	81.82	75.58
Value of feed fed	669.57	301.09	246.38	258.55		288.06	317.98	258.44
Capital purchases	109.02	50.30	54.18	62.41		60.56	46.75	72.03
Operator interest paid	43.79	31.66	28.65	30.80		31.11	39.12	23.83
Crop returns	306.65	318.56	316.44	341.83		327.68	330.77	334.58
Livestock return above feed	302.00	84.89	83.17	86.38		98.41	114.57	98.98
Value of farm production	619.37	413.73	407.24	436.53		434.72	454.92	439.99
Total nonfeed cost	801.76	485.12	458.64	470.75		490.14	511.56	472.21
Management returns	(177.52)	(62.91)	(50.68)	(33.32)		(52.93)	(54.70)	(25.62)
Farm investment								
Livestock inventory	73,747	64,162	96,454	179,759		102,754	124,401	149,128
Grain inventory	42,717	71,579	119,926	207,507		112,257	120,780	172,522
Remaining cost in machinery and auto buildings and fence	17,902	22,735	44,530	85,164		42,904	50,688	54,348
soil fertility	39,195	28,833	51,999	134,533		62,627	62,938	66,808
Value of land (current)	8	29	101	250		98	243	128
Total farm investment	336,005	677,129	1,155,408	2,057,012		1,077,379	1,138,617	1,666,565
Total investment per acre	509,575	864,467	1,468,419	2,664,226		1,398,020	1,497,667	2,109,497
Machinery invest. per till. acre	2,779	2,311	2,282	2,287		2,318	2,306	2,403
Percent tillable land in	106	68	80	87		82	90	72
Corn and corn silage	63.3	64.7	58.0	58.3		59.7	58.7	58.5
Soybeans	18.6	27.6	33.3	33.1		31.3	31.1	31.9
Wheat	2.7	1.1	2.4	2.5		2.2	3.1	2.2
Other small grain	3.3	1.2	1.0	0.7		1.0	0.6	1.5
Diverted acres	0.0	0.1	0.6	1.3		0.8	1.2	1.1
All hay and pasture	7.6	4.5	4.1	3.7		4.2	4.3	3.6
Crop yields, bushels per acre								
Corn	159	155	156	169		162	162	168
Soybeans	54	52	51	54		53	53	53
Wheat	62	68	58	68		64	62	58

Note: Variations in totals due to rounding to the nearest dollar. Farms with soil ratings from 56 to 85 are those with poorly drained, heavy-till, and timber soils.

Table 23. 1994 Average Return, Costs, and Financial Summary by Size and Management Returns for Southern Illinois Grain Farms with Soil Ratings from 36 to 85

Range in size (total acres)	180-339	340-799	800-1199	Over 1199	Your Farm	All Farms	Low 25%	High 25%
Management returns								
Number of farms	26	191	137	136		490	48	48
Total acres in farm	280	592	984	1,960		1,065	585	638
Acres of tillable land	259	544	920	1,864		1,000	530	597
Soil rating on tillable land	59	59	60	59		59	61	58
Total months labor	11.8	14.0	17.6	31.0		19.6	14.0	13.9
Months of hired labor	0.3	1.9	5.0	14.9		6.3	1.6	2.0
Beef produced, hundredweight	54	75	97	82		82	94	57
Pork produced, hundredweight	221	146	372	547		324	57	242
Dairy cows, number	0	0	0	0		0	0	0
Dollar returns per farm								
Crop returns	64,320	137,903	244,813	512,193		267,774	119,401	168,881
Livestock returns above feed	2,176	995	3,373	3,143		2,319	(1,891)	3,935
Custom work	536	961	1,838	4,564		2,184	677	1,262
Other farm receipts	974	1,463	2,711	8,155		3,643	1,084	2,000
Value of farm production	68,006	141,323	252,734	528,055		275,920	119,270	176,079
Dollar costs per farm								
Crop expenses	19,303	42,539	73,179	144,393		78,142	46,636	42,779
Power and equipment	15,950	34,233	56,619	118,249		62,841	38,515	33,681
Building and fence	2,823	4,076	7,889	14,904		8,081	4,004	3,548
Labor	19,732	22,762	28,995	51,351		32,279	23,645	22,496
Livestock services and supplies	543	525	829	1,702		937	550	587
Taxes	2,171	4,866	8,027	14,954		8,407	4,783	5,371
Insurance and miscellaneous	2,427	4,709	7,061	14,091		7,850	4,506	4,637
Interest on nonland capital	4,912	9,540	16,707	35,812		18,590	10,490	9,431
Land charge or net rent	15,451	33,742	57,440	107,142		59,770	35,912	34,661
Total nonfeed cost	83,311	156,989	256,742	502,594		276,893	169,040	157,190
Capital account adjustment	540	1,133	1,167	2,449		1,476	1,428	1,867
Management returns	(14,764)	(14,533)	(2,839)	27,910		503	(48,341)	20,756
Farm production per \$1.00 of nonfeed costs	0.82	0.90	0.98	1.05		1.00	0.71	1.12
Farm production per man	69,226	121,411	171,870	204,569		168,920	101,868	151,988
Financial summary								
Cash operating income	76,817	148,026	263,646	546,355		287,131	136,033	173,300
Inventory change	(1,756)	(2,703)	(6,599)	(1,153)		(3,312)	(13,158)	7,390
Accts. receivable (net change)	492	1,681	4,836	6,234		3,764	896	2,189
Farm products used	220	860	1,503	2,004		1,324	934	833
Less purchased feed	4,166	3,602	6,504	19,006		8,719	2,033	5,520
Less purchased livestock	3,599	2,938	4,147	6,465		4,290	3,400	2,113
Adjusted gross farm income	68,006	141,323	252,734	527,969		275,896	119,270	176,079
Cash operating expense	36,581	76,257	135,919	277,107		146,579	81,097	79,779
Prepaid expense (-if increased)	(354)	397	(2,834)	(1,883)		(1,179)	(184)	(876)
Accts. payable (+if increased)	517	543	567	421		515	1,426	(39)
Farm-produced inputs	97	761	1,339	1,857		1,191	813	785
Total operating expense	36,839	77,958	134,990	277,501		147,105	83,151	79,647
Income before depreciation	31,167	63,368	117,748	250,464		128,792	36,119	96,433
Less depreciation	6,943	15,584	26,503	55,194		29,172	18,581	13,544
Capital account adjustment	540	1,133	1,167	2,449		1,476	1,428	1,867
Net farm income *	24,764	48,917	92,412	197,720		101,097	18,966	84,757
(operator's share) *	9,803	12,696	16,550	32,920		19,233	(7,902)	35,053
Labor & mgt. income per operator	4,207	5,210	16,875	43,858		19,145	(27,450)	40,054
Rate earned on investment, %	1.36	3.23	4.70	5.89		4.93	(0.20)	7.12

Note: Variations in totals due to rounding to the nearest dollar.

* Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 23a. 1994 Average Operating Costs, Investments, and Land Use by Size and Management Returns for Southern Illinois
Grain Farms with Soil Ratings from 36 to 85

Range in size (total acres)	180-339	340-799	800-1199	Over 1199	Your Farm	All Farms	Low 25%	High 25%
Management returns	26	191	137	136		490	48	48
Number of farms								
Some costs and returns per tillable acre								
Soil fertility	38.61	36.06	36.73	33.09		34.73	45.22	33.01
Pesticides	16.85	24.98	24.66	26.54		25.60	24.93	22.81
Seed and other crop	18.96	17.20	18.16	17.85		17.81	17.87	15.89
Crop total	74.42	78.24	79.56	77.48		78.13	88.02	71.70
Light vehicle and utilities	8.19	5.16	4.38	4.52		4.67	5.23	4.52
Machinery repairs, supplies	19.71	18.04	16.56	18.25		17.79	20.04	17.84
Machinery hire	3.21	5.23	5.50	5.50		5.53	6.55	4.66
Fuel and oil	7.77	8.62	9.03	8.84		8.83	8.68	8.50
Machinery depreciation	22.61	25.91	25.60	26.34		26.01	32.19	20.93
Power and equipment total	61.49	62.96	61.55	63.45		62.83	72.69	56.45
Drying and storage	3.40	2.88	3.04	3.01		3.00	2.58	2.46
Building repair	3.33	1.89	2.33	1.71		1.93	2.19	1.72
Building depreciation	4.16	2.73	3.21	3.28		3.15	2.79	1.77
Building total	10.88	7.50	8.58	8.00		8.08	7.56	5.95
Labor, unpaid	73.89	37.17	22.96	14.45		22.27	39.46	33.35
Labor, hired	2.18	4.69	8.57	13.10		10.00	5.17	4.35
Labor total	76.07	41.86	31.52	27.56		32.28	44.62	37.71
Value of feed fed	30.97	13.76	15.41	9.70		12.32	12.38	14.03
Capital purchases	41.83	34.00	34.51	42.58		38.68	39.41	35.71
Operator interest paid	14.97	16.96	17.15	15.11		16.02	14.03	15.24
Crop returns	247.97	253.63	266.15	274.84		267.74	225.35	283.07
Livestock return above feed	8.39	1.83	3.67	1.69		2.32	(3.57)	6.60
Value of farm production	262.18	259.92	274.76	283.36		275.89	225.10	295.14
Total nonfeed cost	321.19	288.74	279.12	269.69		276.86	319.03	263.47
Management returns	(56.92)	(26.73)	(3.09)	14.98		0.50	(91.24)	34.79
Farm investment								
Livestock inventory	10,606	11,835	17,633	17,113		14,856	14,348	8,420
Grain inventory	36,609	91,332	155,034	336,063		174,164	90,714	97,145
Remaining cost in machinery and auto buildings and fence	15,824	28,688	55,562	134,953		65,013	35,487	29,010
soil fertility	5,631	8,531	12,777	31,497		15,938	10,205	5,375
Value of land (current)	0	18	49	325		111	24	0
Total farm investment	343,360	749,831	1,276,454	2,380,899		1,328,207	798,050	770,235
Total investment per acre	412,030	890,235	1,517,513	2,900,845		1,598,289	948,828	910,186
Machinery invest. per till. acre	1,470	1,504	1,543	1,480		1,501	1,622	1,427
Percent tillable land in	61	53	60	72		65	67	49
Corn and corn silage	47.4	42.3	44.8	44.5		44.2	39.5	46.2
Soybeans	40.2	43.9	42.8	40.7		41.9	43.1	46.0
Wheat	8.1	7.2	7.7	8.1		7.8	10.3	4.3
Other small grain	0.1	0.0	0.0	0.0		0.0	0.0	0.0
Diverted acres	0.4	1.8	1.2	1.0		1.2	1.1	0.4
All hay and pasture	2.2	1.9	1.5	1.2		1.4	3.1	0.6
Crop yields, bushels per acre								
Corn	134	131	136	133		134	120	142
Soybeans	39	42	43	43		43	39	44
Wheat	58	58	59	63		61	59	58

Note: Variations in totals due to rounding to the nearest dollar.

Table 24. 1994 Average Return, Costs, and Financial Summary by Size and Months of Labor for Southern Illinois Hog Farms with Soil Ratings from 36 to 85

Range in size (total acres)	60-259	260-499	500-799	Over 799	Your Farm	All Farms	Months of Labor	31-39
Number of farms	10	33	29	35		107	21	14
Total acres in farm	128	390	663	1,225		713	840	879
Acres of tillable land	98	355	599	1,093		638	729	798
Soil rating on tillable land	63	61	58	60		60	58	60
Total months labor	13.4	16.8	26.3	35.4		25.1	23.6	33.9
Months of hired labor	1.8	3.5	10.6	18.3		10.1	8.7	17.2
Beef produced, hundredweight	49	105	85	443		205	409	170
Pork produced, hundredweight	4,050	3,002	5,420	7,666		5,281	5,023	7,133
Dairy cows, number	0	0	0	2		1	1	0
Dollar returns per farm	27,598	87,141	149,108	294,380		166,159	194,382	228,529
Crop returns	30,019	18,389	52,657	74,308		47,055	53,463	77,175
Livestock returns above feed	503	287	905	3,255		1,446	1,564	3,975
Custom work	465	1,066	2,290	3,707		2,205	2,289	2,503
Other farm receipts	58,585	106,883	204,961	375,650		216,865	251,698	312,183
Value of farm production								
Dollar costs per farm	5,561	27,937	46,480	93,166		52,208	57,440	70,566
Crop expenses	21,251	29,704	54,853	99,173		58,454	61,754	85,424
Power and equipment	4,132	6,645	15,242	27,756		15,646	12,213	22,789
Building and fence	23,092	28,034	41,839	60,866		42,053	38,861	60,305
Labor	6,537	5,550	9,564	17,264		10,562	12,567	12,506
Livestock services and supplies	2,164	3,716	5,380	10,183		6,137	6,541	8,514
Taxes	3,130	5,619	9,182	16,534		9,922	10,295	16,191
Insurance and miscellaneous	8,104	11,404	21,482	44,016		24,495	23,692	34,116
Interest on nonland capital	8,257	22,538	35,441	69,423		40,037	43,035	52,010
Land charge or net rent	82,228	141,147	239,462	438,382		259,513	266,398	362,419
Total nonfeed cost	0	667	543	917		653	660	1,339
Capital account adjustment	(23,642)	(33,596)	(33,957)	(61,814)		(41,994)	(14,039)	(48,896)
Management returns								
Farm production per \$1.00 of nonfeed costs	0.71	0.76	0.86	0.86		0.84	0.94	0.86
Farm production per man	52,542	76,208	93,629	127,288		103,496	128,137	110,461
Financial summary								
Cash operating income	171,354	192,348	330,008	576,248		353,270	387,684	467,859
Inventory change	(19,319)	(23,213)	(23,122)	(58,703)		(34,433)	(24,245)	(30,134)
Accts. receivable (net change)	0	529	1,617	5,258		2,321	4,253	1,599
Farm products used	201	666	1,212	2,037		1,219	1,476	1,706
Less purchased feed	89,161	50,402	89,104	121,789		87,865	87,458	106,690
Less purchased livestock	4,489	13,044	15,648	27,401		17,647	30,010	22,157
Adjusted gross farm income	58,585	106,883	204,961	375,650		216,865	251,698	312,183
Cash operating expense	37,601	70,295	128,702	234,580		136,807	145,728	197,735
Prepaid expense (-if increased)	(21)	(184)	(1,126)	3,759		865	(1,100)	(845)
Accts. payable (+if increased)	0	992	133	826		612	111	2,635
Farm-produced inputs	20	155	926	1,556		809	1,157	1,303
Total operating expense	37,599	71,256	128,634	240,720		139,094	145,896	200,826
Income before depreciation	20,986	35,627	76,327	134,929		77,772	105,803	111,356
Less depreciation	8,922	13,614	27,672	55,555		30,705	28,889	47,390
Capital account adjustment	0	667	543	917		653	660	1,339
Net farm income *	12,064	22,679	49,198	80,291		47,719	77,573	65,306
(operator's share) *	2,013	(1,700)	7,220	(14,358)		(3,076)	23,105	2,160
Labor & mgt. income per operator	(4,463)	(12,659)	(7,878)	(35,370)		(18,026)	7,850	(21,336)
Rate earned on investment, %	(2.52)	0.05	2.12	2.40		1.84	4.11	2.27

Note: Variations in totals due to rounding to the nearest dollar.

* Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 24a. 1994 Average Operating Costs, Investments, and Land Use by Size and Management Returns for Southern Illinois Hog Farms with Soil Ratings from 36 to 85

Range in size (total acres)		60-259		260-499		500-799		Over 799		Your Farm	All Farms	Months of Labor	
Number of farms		10		33		29		35				21-27	
Some costs and returns per tillable acre													
Soil fertility		26.81		32.19		33.19		38.61			35.96	33.30	
Pesticides		16.51		28.07		26.25		27.09			26.89	25.67	
Seed and other crop		13.72		18.43		18.13		19.57			18.92	19.83	
Crop total		57.04		78.69		77.57		85.27			81.78	78.80	
Light vehicle and utilities		47.42		13.55		15.15		10.73			12.86	10.16	
Machinery repairs, supplies		52.54		24.34		24.82		26.63			26.14	24.32	
Machinery hire		23.73		4.06		7.21		6.03			6.25	5.60	
Fuel and oil		29.64		11.72		14.41		12.61			13.16	12.77	
Machinery depreciation		64.64		30.00		29.95		34.77			33.15	31.86	
Power and equipment total		217.96		83.67		91.54		90.77			91.56	84.72	
Drying and storage		3.82		4.34		3.99		2.99			3.49	3.63	
Building repair		11.70		6.03		5.22		6.39			6.10	5.35	
Building depreciation		26.87		8.35		16.23		16.03			14.92	7.78	
Building total		42.38		18.72		25.44		25.40			24.51	16.76	
Labor, unpaid		198.42		62.91		43.71		26.24			39.43	34.14	
Labor, hired		38.41		16.06		26.11		29.47			26.44	19.17	
Labor total		236.84		78.96		69.82		55.71			65.87	53.31	
Value of feed fed		1,080.20		254.67		241.46		207.71			236.80	202.51	
Capital purchases		61.30		40.44		49.07		52.93			49.92	35.74	
Operator interest paid		69.51		29.49		24.21		25.78			26.64	18.08	
Crop returns		283.05		245.45		248.84		269.42			260.27	266.68	
Livestock return above feed		307.89		51.80		87.88		68.01			73.71	73.35	
Value of farm production		600.87		301.05		342.05		343.80			339.70	345.31	
Total nonfeed cost		843.36		397.56		399.63		401.22			406.50	365.48	
Management returns		(242.49)		(94.63)		(56.67)		(56.57)			(65.78)	(19.26)	
Farm investment		65,567		55,732		88,167		166,402			101,642	97,143	
Livestock inventory		19,565		59,967		118,165		234,700			129,120	138,251	
Grain inventory													
Remaining cost in machinery and auto buildings and fence		11,344		21,932		42,359		106,341			54,089	53,373	
soil fertility		9,043		16,681		46,663		103,652			52,541	35,309	
Value of land (current)		0		48		1,011		270			377	1,397	
Total farm investment		183,491		500,849		787,574		1,542,742			889,706	956,337	
Total investment per acre		289,009		655,206		1,083,939		2,154,108			1,227,475	1,281,809	
Machinery invest. per till. acre		2,251		1,681		1,636		1,759			1,723	1,526	
Percent tillable land in		116		62		71		97			85	73	
Corn and corn silage		66.1		47.7		45.1		48.6			47.8	49.2	
Soybeans		17.9		37.4		38.8		38.6			38.1	39.0	
Wheat		8.9		7.8		9.1		6.5			7.4	5.8	
Other small grain		0.0		0.4		0.1		0.0			0.1	0.1	
Diverted acres		2.1		0.1		0.4		0.7			0.5	0.3	
All hay and pasture		2.9		3.3		3.8		3.6			3.6	2.7	
Crop yields, bushels per acre													
Corn		116		125		135		140			136	136	
Soybeans		47		42		43		45			44	45	
Wheat		60		58		52		62			58	60	

Note: Variations in totals due to rounding to the nearest dollar.

Table 25. 1994 Average Return, Costs, and Financial Summary by Number of Cows in Herd for Illinois Dairy Farms

Area of state	Northern Illinois				Southern Illinois			
	10-39	40-79	Over 79	All Farms	10-39	40-79	Over 79	All Farms
Number of cows in herd	16	73	35	124	4	28	35	67
Number of farms	262	331	517	375	281	393	588	488
Total acres in farm	221	282	445	320	243	353	556	453
Acres of tillable land	74	72	72	72	59	62	59	60
Soil rating on tillable land	16.3	20.3	32.4	23.2	18.3	23.1	32.4	27.7
Total months labor	2.7	4.7	13.6	7.0	5.3	8.2	14.6	11.4
Months of hired labor	424	433	810	538	183	522	671	579
Beef produced, hundredweight	186	142	114	140	0	144	272	202
Pork produced, hundredweight	27	59	108	69	32	63	113	87
Dairy cows, number								
Dollar returns per farm								
Crop returns	71,238	93,263	145,022	105,031	53,241	87,293	142,038	113,858
Livestock returns above feed	46,428	68,739	149,191	88,568	30,277	78,201	141,507	108,411
Custom work	315	1,243	588	938	468	521	329	418
Other farm receipts	1,415	1,361	6,095	2,704	1,822	3,519	5,950	4,688
Value of farm production	119,395	164,606	300,897	197,242	85,809	169,535	289,825	227,374
Dollar costs per farm								
Crop expenses	17,159	20,585	36,031	24,503	17,724	25,640	48,442	37,079
Power and equipment	25,709	36,939	71,524	45,252	36,324	47,228	76,308	61,768
Building and fence	5,491	10,725	24,240	13,864	3,284	6,141	11,294	8,662
Labor	28,130	33,957	53,101	38,609	29,222	37,094	51,180	43,982
Livestock services and supplies	9,588	15,726	34,254	20,164	6,451	12,916	23,215	17,910
Taxes	4,228	5,541	9,746	6,558	1,725	3,218	4,793	3,952
Insurance and miscellaneous	3,114	4,587	7,978	5,354	3,687	5,413	7,057	6,169
Interest on nonland capital	10,512	16,664	32,130	20,235	10,126	16,370	29,336	22,770
Land charge or net rent	19,313	24,144	37,609	27,321	14,466	23,663	31,759	27,343
Total nonfeed cost	123,243	168,867	306,613	201,860	123,010	177,682	283,385	229,636
Capital account adjustment	13	1,067	852	871	300	5,020	2,015	3,169
Management returns	(3,835)	(3,192)	(4,863)	(3,747)	(36,900)	(3,127)	8,456	907
Farm production per \$1.00 of nonfeed costs	0.97	0.97	0.98	0.98	0.70	0.95	1.02	0.99
Farm production per man	87,966	97,134	111,611	102,000	56,422	87,934	107,409	98,597
Financial summary								
Cash operating income	137,283	191,089	363,851	232,910	98,598	220,286	378,825	295,840
Inventory change	8,150	7,431	10,076	8,270	827	(4,390)	(981)	(2,298)
Accts. receivable (net change)	2,582	4,193	5,050	4,227	0	464	1,917	1,196
Farm products used	1,388	1,471	3,971	2,166	829	1,374	2,536	1,949
Less purchased feed	21,147	31,485	64,001	39,329	11,901	41,422	77,640	58,579
Less purchased livestock	7,998	7,166	14,926	9,464	2,363	6,499	13,723	10,026
Adjusted gross farm income	120,259	165,533	304,020	198,780	85,991	169,812	290,932	228,080
Cash operating expense	61,512	82,000	168,674	103,821	54,909	88,990	156,214	122,073
Prepaid expense (-if increased)	(1,949)	393	(2,167)	(631)	3,535	(563)	(3,153)	(1,671)
Accts. payable (+if increased)	209	14	(239)	(32)	0	730	187	403
Farm-produced inputs	871	875	3,038	1,485	182	698	1,704	1,193
Total operating expense	60,641	83,282	169,303	104,640	58,626	89,854	154,951	121,995
Income before depreciation	59,618	82,251	134,717	94,139	27,364	79,959	135,981	106,084
Less depreciation	10,872	19,511	39,113	23,929	18,198	23,154	38,674	30,966
Capital account adjustment	13	1,067	852	871	300	5,020	2,015	3,169
Net farm income *	48,758	63,807	96,456	71,081	9,467	61,824	99,323	78,287
(operator's share) *	36,046	31,650	50,606	37,568	5,311	28,244	53,541	40,090
Labor & mgt. income per operator	12,202	17,888	19,005	17,469	(17,638)	18,672	27,453	21,091
Rate earned on investment, %	4.58	4.98	5.21	5.04	(2.69)	5.00	6.39	5.64

Note: Variations in totals due to rounding to the nearest dollar. Northern Illinois includes both northern and central Illinois. * Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 25a. 1994 Average Operating Costs, Investments, and Land Use by Number of Cows in Herd for Illinois Dairy Farms

Area of state	Northern Illinois				Southern Illinois			
	10-39	40-79	Over 79	All Farms	10-39	40-79	Over 79	All Farms
Number of cows in herd	16	73	35	124	4	28	35	67
Number of farms								
Some costs and returns per tillable acre								
Soil fertility	27.05	31.69	37.71	33.64	34.40	34.75	38.66	37.25
Pesticides	28.93	22.21	24.06	23.53	22.25	20.06	28.02	25.24
Seed and other crop	21.82	19.17	19.19	19.41	16.37	17.76	20.44	19.44
Crop total	77.79	73.06	80.96	76.59	73.01	72.58	87.12	81.93
Light vehicle and utilities	14.57	18.02	21.14	18.94	14.53	19.23	16.75	17.48
Machinery repairs, supplies	29.53	37.17	44.97	39.56	47.32	35.57	35.98	36.21
Machinery hire	20.98	12.84	20.47	16.56	4.73	6.64	11.30	9.57
Fuel and oil	14.10	16.56	18.99	17.30	13.57	15.77	15.90	15.78
Machinery depreciation	37.38	46.51	55.14	49.09	69.48	56.48	57.32	57.43
Power and equipment total	116.56	131.11	160.72	141.44	149.64	133.68	137.24	136.48
Drying and storage	4.90	5.74	5.43	5.55	2.19	1.79	1.58	1.67
Building repair	8.09	9.59	16.29	12.08	5.85	6.52	6.49	6.48
Building depreciation	11.91	22.74	32.75	25.71	5.48	9.06	12.24	10.98
Building total	24.90	38.07	54.47	43.34	13.53	17.38	20.31	19.14
Labor, unpaid	103.23	92.72	70.76	85.03	89.70	70.86	53.54	60.35
Labor, hired	24.31	27.80	48.56	35.64	30.68	34.13	38.50	36.83
Labor total	127.54	120.52	119.32	120.68	120.38	105.00	92.05	97.18
Value of feed fed	259.67	316.65	361.45	329.17	175.76	250.68	269.10	260.10
Capital purchases	38.88	61.82	61.58	59.68	41.63	85.72	67.85	72.84
Operator interest paid	24.82	45.43	39.90	41.43	12.55	35.75	36.48	35.47
Crop returns	322.98	331.03	325.87	328.29	219.33	247.09	255.45	251.57
Livestock return above feed	210.50	243.98	335.24	276.83	124.73	221.35	254.50	239.53
Value of farm production	541.32	584.25	676.13	616.50	353.49	479.88	521.24	502.38
Total nonfeed cost	558.77	599.37	688.97	630.94	506.73	502.94	509.66	507.37
Management returns	(17.39)	(11.33)	(10.93)	(11.71)	(152.01)	(8.85)	15.21	2.00
Farm investment								
Livestock inventory	61,932	89,000	149,301	102,528	52,491	97,006	163,868	129,276
Grain inventory	42,927	54,338	96,885	64,875	37,150	58,377	104,471	81,189
Remaining cost in								
machinery and auto	11,718	32,758	67,616	39,882	30,510	38,210	76,927	57,976
buildings and fence	21,393	42,149	96,423	54,790	15,415	18,869	38,003	28,658
soil fertility	0	58	123	69	0	0	0	0
Value of land (current)	429,178	536,527	835,753	607,134	321,475	525,854	705,756	607,631
Total farm investment	567,148	754,829	1,246,099	869,277	457,041	738,314	1,089,025	904,729
Total investment per acre	2,163	2,282	2,409	2,321	1,626	1,879	1,851	1,852
Machinery invest. per till. acre	53	116	152	125	126	108	138	128
Percent tillable land in								
Corn and corn silage	54.8	52.7	53.8	53.3	38.2	40.5	46.9	44.5
Soybeans	12.8	10.4	9.4	10.2	29.7	23.8	26.8	25.9
Wheat	0.3	0.5	1.0	0.7	10.7	10.8	10.3	10.5
Other small grain	6.4	4.7	3.6	4.4	1.6	0.4	0.0	0.2
Diverted acres	1.5	0.2	0.0	0.2	0.7	0.0	0.6	0.4
All hay and pasture	24.1	30.3	31.4	30.2	17.6	23.2	14.9	17.7
Crop yields, bushels per acre								
Corn	155	145	153	149	96	112	114	113
Soybeans	54	52	53	52	41	41	42	42
Wheat	66	74	73	73	48	54	60	58

Note: Variations in totals due to rounding to the nearest dollar. Northern Illinois includes both northern and central Illinois.

Table 26. 1994 Average Return, Costs, and Financial Summary by Size and Months of Labor for Illinois Beef Farms

Area of state	Northern Illinois					Months of Labor			Southern Illinois
	180-339	340-799	Over 799	All Farms	Your Farm	21-27	31-39	4	
Range in size (total acres)						17	17	4	12
Number of farms	13	40	21	74					
Total acres in farm	272	530	1,299	703		691	1,415		748
Acres of tillable land	249	456	1,139	614		637	1,096		558
Soil rating on tillable land	80	77	80	79		80	69		50
Total months labor	18.1	17.5	34.5	22.4		24.0	35.0		17.3
Months of hired labor	5.5	4.2	18.4	8.5		7.4	11.0		5.3
Beef produced, hundredweight	1,475	2,443	6,282	3,362		2,773	6,218		1,326
Pork produced, hundredweight	267	562	996	633		1,198	676		345
Dairy cows, number	0	0	0	0		0	0		0
Dollar returns per farm									
Crop returns	91,236	159,776	405,485	217,464		201,841	400,090		115,368
Livestock returns above feed	14,599	8,213	53,312	22,133		20,031	47,860		12,743
Custom work	858	2,460	6,258	3,257		1,657	9,307		426
Other farm receipts	546	2,170	3,736	2,329		2,811	5,350		1,331
Value of farm production	107,239	172,620	468,791	245,183		226,339	462,608		129,868
Dollar costs per farm									
Crop expenses	22,416	39,449	97,389	52,899		50,743	92,131		36,056
Power and equipment	25,995	41,338	94,055	53,603		52,016	101,298		39,887
Building and fence	8,473	11,513	19,528	13,253		14,992	21,227		5,754
Labor	23,136	29,125	58,178	36,318		39,636	59,510		26,260
Livestock services and supplies	3,349	6,571	19,024	9,539		7,934	17,910		4,374
Taxes	5,427	10,203	22,978	12,989		14,872	21,779		4,753
Insurance and miscellaneous	3,843	6,306	14,425	8,177		7,924	15,787		6,157
Interest on nonland capital	15,635	28,205	69,431	37,696		35,606	69,132		18,784
Land charge or net rent	24,506	44,175	110,741	59,610		61,145	89,354		27,301
Total nonfeed cost	132,779	216,884	505,750	284,084		284,866	488,127		169,327
Capital account adjustment	526	847	5,360	2,071		3,178	0		3,367
Management returns	(25,013)	(43,416)	(31,598)	(36,829)		(55,349)	(25,518)		(36,091)
Farm production per \$1.00 of nonfeed costs	0.81	0.80	0.93	0.86		0.79	0.95		0.77
Farm production per man	71,068	118,115	163,081	131,056		113,004	158,495		90,256
Financial summary									
Cash operating income	257,515	478,563	1,259,878	661,455		549,421	1,149,105		252,490
Inventory change	2,823	(44,422)	(37,288)	(34,098)		(59,106)	37,486		(23,519)
Accts. receivable (net change)	4,867	10,043	24,569	13,256		10,620	22,695		779
Farm products used	428	1,149	1,658	1,167		1,314	1,380		732
Less purchased feed	22,288	32,607	84,280	45,458		41,245	81,283		15,872
Less purchased livestock	136,106	240,106	695,747	351,139		234,663	666,776		84,741
Adjusted gross farm income	107,239	172,620	468,791	245,183		226,340	462,608		129,868
Cash operating expense	59,232	93,566	243,930	130,205		124,570	228,139		84,847
Prepaid expense (-if increased)	(93)	5,668	2,279	3,694		4,247	1,177		(77)
Accts. payable (+if increased)	164	74	(1,038)	(225)		(2,416)	0		(101)
Farm-produced inputs	0	129	138	109		285	0		173
Total operating expense	59,302	99,436	245,307	133,781		126,685	229,315		84,839
Income before depreciation	47,938	73,184	223,484	111,402		99,654	233,292		45,029
Less depreciation	12,207	22,777	53,388	29,607		33,548	60,126		18,394
Capital account adjustment	526	847	5,360	2,071		3,178	0		3,367
Net farm income *	36,257	51,254	175,456	83,866		69,284	173,167		30,002
(operator's share) *	17,490	4,946	30,232	14,325		23,121	48,149		445
Labor & mgt. income per operator	(5,943)	(22,808)	(13,444)	(17,188)		(31,658)	(5,884)		(17,107)
Rate earned on investment, %	1.99	2.10	4.35	3.27		2.22	4.55		1.16

Note: Variations in totals due to rounding to the nearest dollar. Northern Illinois includes both northern and central Illinois.

* Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 26a. 1994 Average Operating Costs, Investments, and Land Use by Size and Months of Labor for Illinois Beef Farms

Area of state	Northern Illinois				Months of Labor				Southern Illinois
	Range in size (total acres)	180-339	340-799	Over 799	All Farms	Your Farm	21-27	31-39	
Number of farms		13	40	21	74		17	4	12
Some costs and returns per tillable acre									
Soil fertility		37.68	34.10	34.98	34.82		32.36	26.64	29.88
Pesticides		31.10	30.00	29.21	29.66		25.23	34.73	21.64
Seed and other crop		21.07	22.45	21.28	21.74		22.09	22.74	13.10
Crop total		89.86	86.55	85.47	86.22		79.68	84.10	64.62
Light vehicle and utilities		9.70	8.65	6.45	7.56		7.42	5.96	6.59
Machinery repairs, supplies		26.72	22.51	20.67	21.84		17.78	27.75	21.54
Machinery hire		20.57	10.17	6.90	9.19		8.68	2.42	2.76
Fuel and oil		12.72	12.69	11.82	12.23		10.05	14.11	10.74
Machinery depreciation		34.49	36.67	36.70	36.53		37.75	42.23	29.86
Power and equipment total		104.20	90.69	82.55	87.36		81.68	92.47	71.48
Drying and storage		7.40	6.00	4.09	5.09		5.17	4.44	1.43
Building repair		12.12	5.96	2.89	4.79		3.45	2.28	5.77
Building depreciation		14.44	13.30	10.15	11.72		14.93	12.66	3.11
Building total		33.97	25.26	17.14	21.60		23.54	19.38	10.31
Labor, unpaid		84.71	48.92	23.59	38.13		43.79	36.70	35.77
Labor, hired		8.04	14.98	27.47	21.06		18.45	17.63	11.29
Labor total		92.75	63.90	51.06	59.19		62.24	54.32	47.06
Value of feed fed		291.62	265.37	254.47	261.50		222.84	248.42	122.86
Capital purchases		24.81	43.10	59.75	50.57		62.21	58.63	49.04
Operator interest paid		42.62	52.65	38.39	44.42		34.82	48.31	23.94
Crop returns		365.73	350.54	355.87	354.43		316.95	365.21	206.75
Livestock return above feed		58.52	18.02	46.79	36.07		31.45	43.69	22.84
Value of farm production		429.88	378.72	411.43	399.61		355.42	422.28	232.74
Total nonfeed cost		532.26	475.83	443.86	463.01		447.32	445.57	303.45
Management returns		(100.27)	(95.25)	(27.73)	(60.03)		(86.92)	(23.29)	(64.68)
Farm investment		111,303	217,724	519,311	284,614		244,255	476,772	146,546
Livestock inventory		60,225	101,631	246,893	135,580		142,854	209,810	64,115
Grain inventory									
Remaining cost in machinery and auto buildings and fence		22,843	41,361	126,334	62,222		66,631	125,962	34,526
soil fertility		22,805	39,321	65,237	43,774		53,595	124,679	9,118
Value of land (current)		0	72	0	39		0	0	0
Total farm investment		544,567	981,666	2,460,913	1,324,664		1,358,773	1,985,636	606,695
Total investment per acre		761,744	1,381,775	3,418,686	1,850,892		1,866,108	2,922,858	861,000
Machinery invest. per till. acre		2,801	2,605	2,631	2,632		2,701	2,066	1,152
Percent tillable land in		92	91	111	101		105	115	62
Corn and corn silage									
Soybeans		71.0	72.2	68.3	70.1		62.5	68.0	32.8
Wheat		17.9	13.4	21.4	17.9		22.1	17.3	23.7
Other small grain		1.0	0.6	1.4	1.0		0.8	0.5	7.9
Diverted acres		1.9	1.5	0.5	1.0		0.9	1.1	0.0
All hay and pasture		0.0	0.0	1.4	0.7		0.7	5.7	0.4
		8.3	11.6	6.8	8.8		11.3	7.2	34.2
Crop yields, bushels per acre									
Corn		170	168	172	170		172	164	119
Soybeans		58	55	55	55		56	54	40
Wheat		87	63	72	71		70	70	58

Note: Variations in totals due to rounding to the nearest dollar. Northern Illinois includes both northern and central Illinois.

Table 27. 1994 Average Return, Costs, and Financial Summary by Size, Type, and Soil Rating for Part-Time Illinois Farms that Use Less than 10 Months of Labor

Area of state	Northern 56-85			Northern 86-100			Livestock		Southern 36-85		Livestock
	Grain <260	Grain >260		Grain <260	Grain >260		All Farms		Grain<260	Grain>260	All Farms
Range in size (total acres)											
Number of farms	29	65		54	63		12		16	31	5
Total acres in farm	179	481		181	425		332		202	438	189
Acres of tillable land	155	444		173	401		296		157	365	127
Soil rating on tillable land	75	78		93	92		77		58	61	57
Total months labor	5.6	6.3		5.2	6.4		6.8		4.8	6.4	7.0
Months of hired labor	0.1	0.6		0.1	0.5		0.8		0.0	0.6	0.0
Beef produced, hundredweight	33	21		4	8		192		10	69	377
Pork produced, hundredweight	47	30		10	5		3,209		36	16	103
Dairy cows, number	0	0		0	0		0		0	1	0
Dollar returns per farm											
Crop returns	49,547	142,692		60,732	147,483		102,177		35,926	92,176	30,813
Livestock returns above feed	318	344		(75)	(202)		23,610		145	1,790	4,435
Custom work	365	1,131		333	1,310		929		196	592	0
Other farm receipts	794	1,034		1,246	1,334		992		206	1,557	170
Value of farm production	51,024	145,201		62,234	149,924		127,707		36,471	96,115	35,418
Dollar costs per farm											
Crop expenses	13,631	34,957		14,165	34,163		26,889		11,278	28,090	7,441
Power and equipment	12,868	24,250		12,159	26,384		29,520		11,643	22,646	17,512
Building and fence	3,889	6,472		3,392	7,731		11,138		1,684	3,216	6,151
Labor	9,217	10,168		8,680	10,802		17,304		8,003	10,900	11,725
Livestock services and supplies	206	401		207	198		5,053		136	297	1,226
Taxes	3,355	7,472		4,060	8,860		6,376		1,533	3,664	1,669
Insurance and miscellaneous	2,490	5,079		2,573	4,682		6,043		1,655	3,774	1,950
Interest on nonland capital	4,151	8,055		3,539	8,738		14,831		2,788	6,536	7,713
Land charge or net rent	15,168	41,435		19,552	45,800		27,434		11,092	26,869	10,610
Total nonfeed cost	64,975	138,288		68,327	147,357		144,587		49,812	105,992	65,995
Capital account adjustment	123	630		1,119	1,212		216		635	418	0
Management returns	(13,827)	7,543		(4,972)	3,779		(16,663)		(12,704)	(9,458)	(30,576)
Farm production per \$1.00 of nonfeed costs	0.79	1.05		0.91	1.02		0.88		0.73	0.91	0.54
Farm production per man	109,472	278,135		143,822	279,445		223,993		91,536	181,129	60,716
Financial summary											
Cash operating income	54,109	126,365		59,659	138,641		193,617		37,424	100,299	50,145
Inventory change	(2,220)	12,535		75	4,229		(12,431)		(98)	(923)	4,842
Accts. receivable (net change)	2,715	8,070		2,960	7,788		5,576		592	(187)	0
Farm products used	184	305		91	225		172		111	549	681
Less purchased feed	1,531	1,301		250	654		41,688		1,335	1,166	6,690
Less purchased livestock	2,231	863		301	304		17,538		221	2,164	13,559
Adjusted gross farm income	51,024	145,110		62,234	149,924		127,707		36,471	96,405	35,418
Cash operating expense	29,589	67,277		32,616	72,922		81,355		23,348	53,800	21,717
Prepaid expense (-if increased)	256	638		(850)	(2,822)		(3,016)		(358)	181	0
Accts. payable (-if increased)	359	(23)		16	50		248		101	(89)	0
Farm-produced inputs	18	230		48	209		12		74	372	289
Total operating expense	30,221	68,121		31,828	70,358		78,598		23,162	54,263	22,006
Income before depreciation	20,803	76,989		30,406	79,567		49,109		13,309	42,143	13,412
Less depreciation	6,317	11,211		4,950	12,501		13,305		4,783	8,598	13,942
Capital account adjustment	123	630		1,119	1,212		216		635	418	0
Net farm income *	14,609	66,408		26,575	68,277		36,020		9,162	33,963	(528)
(operator's share) *	354	24,708		11,107	24,613		1,332		2,897	6,041	(10,477)
Labor & mgt. income per operator	(5,047)	16,938		3,448	13,608		(6,558)		(4,748)	159	(18,851)
Rate earned on investment, %	1.39	5.51		3.74	5.09		3.19		0.41	3.47	(3.57)

Note: Variations in totals due to rounding to the nearest dollar. Northern Illinois includes both northern and central Illinois.
 * Interest expense deducted from operator's share only. Shown in parentheses because it pertains to operator's net farm income only.

Table 27a. 1994 Operating Costs, Investments, and Land Use by Size, Type, and Soil Rating for Part-Time Illinois Farms that Use Less than 10 Months of Labor

Area of state Range in size (total acres) Number of farms	Northern 56-85		Northern 86-100		Livestock		Southern 36-85		Livestock	
	Grain <260	Grain >260	Grain <260	Grain >260	All Farms		Grain <260	Grain >260	All Farms	
	29	65	54	63	12		16	31		5
Some costs and returns per tillable acre										
Soil fertility	34.85	32.53	33.33	36.05	32.10		29.71	31.59		25.97
Pesticides	33.02	27.10	28.69	29.19	36.43		25.89	27.21		16.40
Seed and other crop	20.20	19.12	20.10	19.90	22.31		16.18	18.17		16.32
Crop total	88.08	78.75	82.12	85.14	90.84		71.78	76.97		58.69
Light vehicle and utilities	11.81	5.37	9.29	5.46	13.16		13.29	7.47		12.35
Machinery repairs, supplies	16.67	13.38	15.17	15.36	22.53		16.46	18.40		29.05
Machinery hire	15.10	7.21	14.81	13.14	19.43		11.35	8.14		15.02
Fuel and oil	8.41	7.19	6.87	6.08	15.45		6.71	7.38		7.74
Machinery depreciation	31.16	21.47	24.35	25.72	29.16		26.30	20.66		73.95
Power and equipment total	83.15	54.63	70.48	65.75	99.73		74.10	62.05		138.10
Drying and storage	7.78	8.88	12.43	12.92	4.26		2.09	3.06		1.80
Building repair	7.68	1.92	2.88	0.95	17.58		4.48	2.86		10.71
Building depreciation	9.66	3.79	4.35	5.40	15.79		4.14	2.89		36.00
Building total	25.13	14.58	19.66	19.27	37.63		10.72	8.81		48.51
Labor, unpaid	58.97	21.34	49.00	24.83	34.14		50.64	26.65		92.47
Labor, hired	0.59	1.57	1.32	2.09	24.32		0.30	3.22		0.00
Labor total	59.56	22.91	50.32	26.92	58.46		50.93	29.87		92.47
Value of feed fed	14.30	3.77	3.66	2.72	280.74		8.31	10.46		156.35
Capital purchases	28.03	31.63	25.35	31.26	39.67		23.71	29.86		46.76
Operator interest paid	24.27	17.13	18.22	15.46	47.23		9.82	17.86		45.59
Crop returns	320.16	321.46	352.07	367.54	345.19		228.64	252.56		243.00
Livestock return above feed	2.05	0.78	(0.44)	(0.51)	79.76		0.92	4.90		34.97
Value of farm production	329.70	327.11	360.78	373.62	431.44		232.12	263.35		279.32
Total nonfeed cost	419.84	311.53	396.10	367.23	488.47		317.02	290.41		520.47
Management returns	(89.35)	16.99	(28.83)	9.42	(56.30)		(80.86)	(25.92)		(241.14)
Farm investment										
Livestock inventory	4,224	3,239	689	1,980	70,137		1,704	8,697		39,878
Grain inventory	33,740	76,150	38,040	88,830	65,986		19,602	59,149		21,312
Remaining cost in										
machinery and auto	11,025	20,790	6,816	21,418	27,993		9,894	18,924		21,756
buildings and fence	9,986	12,773	4,747	14,805	29,927		5,936	6,230		24,543
soil fertility	0	598	112	89	17		0	104		0
Value of land (current)	337,073	920,770	434,476	1,017,786	609,647		246,496	597,096		235,774
Total farm investment	396,048	1,034,320	484,879	1,144,908	803,707		283,632	690,200		343,261
Total investment per acre	2,218	2,152	2,686	2,693	2,424		1,406	1,578		1,812
Machinery invest. per till. acre	71	47	40	53	95		63	52		172
Percent tillable land in										
Corn and corn silage	60.7	52.8	50.7	52.8	59.9		36.8	42.4		35.3
Soybeans	35.6	42.5	46.1	45.1	32.6		46.0	42.9		24.0
Wheat	0.8	1.3	0.2	0.2	2.0		11.7	7.8		9.3
Other small grain	0.3	0.2	0.1	0.0	0.7		0.0	0.0		0.0
Diverted acres	0.3	0.5	0.0	0.1	0.0		0.0	0.3		0.0
All hay and pasture	2.3	1.4	0.6	0.9	4.7		3.6	2.2		31.4
Crop yields, bushels per acre										
Corn	157	159	178	180	161		120	130		136
Soybeans	51	49	52	53	56		40	43		45
Wheat	16	55	61	50	71		54	51		56

Note: Variations in totals due to rounding to the nearest dollar. Northern Illinois includes both northern and central Illinois.

ASSOCIATIONS, FIELD STAFF, AND COOPERATORS ENROLLED

Associations and Field Staff

Associations and Field Staff

BLACKHAWK

693

Kristian S. Lauritzen
Lee K. Freedlund
Alan Petersohn
Jeffrey L. Johnson
Rodney B. Gieseke
Garrett Plumley
Mark Sturtevant

WESTERN

699

Gary Goodwin
Thomas H. Jennings
Roy L. Ewalt
Mike R. Shepherd
Timothy D. Phelps
Roberta Boarman
Robert Rhea
David A. Ward
Gary L. Donley

SANGAMON VALLEY

638

Dorrence B. Brucker
James E. Phelan
Aaron W. Liesman
Kevin E. Coultas
Harold L. Gates
John Kloppenburg

LINCOLN

1,111

Arnold A. Galloway
Michael E. Schmitz
Thomas J. Nolte
John E. White
Dennis J. Graden
Louis J. Aldag
Donald L. Hampton
Bradley E. Yockey
Dathel Davidson
Daniel A. Doan
Robert E. Anniss, Jr.

NORTHEASTERN

306

Donald R. Muehling
David J. O'Brien
Michael G. Bossert

ILLINOIS VALLEY

692

Danny L. Stetson
John A. Hudson
Dale J. Heinkel
Bradley G. Lenschow
James P. McCabe
Scott M. Newport

PIONEER

1,392

Maurice E. Sprout
Jerry Crump
Gary E. Bressner
Kent Meister
Thomas R. Hand
John F. Kennedy
Les A. Marti
Darren L. Bray
Gary Freeman
Richard Smith
Michael C. Heiser
Rodney G. Robenstein

EASTERN

547

Robert K. Boesdorfer
Howard Peverly
Bruce E. Burk
Donald E. Becker
Mitchell A. Fruhling

EAST CENTRAL

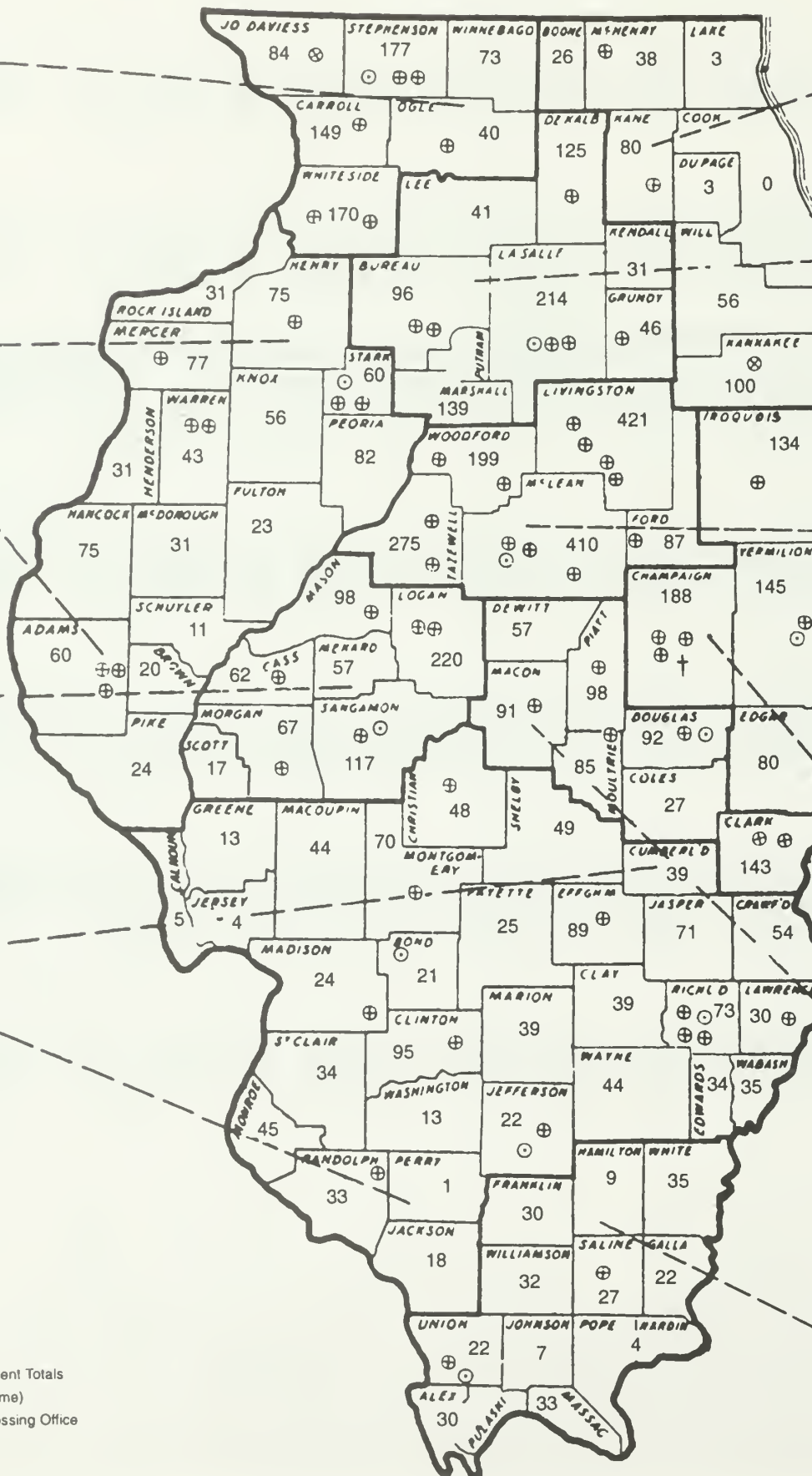
593

James E. Cullison
Rolland D. Gustafson
Gary E. Connelly
Jeffrey D. Lewis
Robert Daggett
Craig L. Macklin

SHAWNEE

251

Robert D. Kieseomcs
Douglas E. Hileman



BACK ISSUES

Annual Summary of Illinois Farm Business Records.

The 1993 69th Annual Summary of Illinois Farm Business Records

\$4.00 C1334
1994. 40p.

The 1992 68th Annual Summary of Illinois Farm Business Records

\$4.00 C1329
1993. 40p.

The 1989 65th Annual Summary of Illinois Farm Business Records

\$2.00 C1304
1990. 40p.

A Farmer's Guide to Agricultural Credit

\$1.00 AE4679
Helps farmers understand credit by outlining a practical approach to evaluation loans. Disbursements of funds, types of payments, interest rates, service charges, stock purchases, maturity, collateral requirements, and credit evaluation discussed. 1992. 44p.

Farm Real Estate

\$1.50 NCR51
Describes values and trends in farm real estate for the region and explains how farmland is appraised, bought, and sold. 1990. 73p.

OTHER PUBLICATIONS

Weekly Outlook

\$35 for 50 issues

Anticipates, reports, and interprets current market information, supply, demand, and price outlook for agricultural products. Produced weekly except for the last two weeks of December.

TO ORDER

Send name and publication number, along with check or money order for cost of publication(s) plus \$2.00 handling to

University of Illinois
Information Services
69-BK Mumford Hall
1301 West Gregory Drive
Urbana, Illinois 61801

or call

(217) 333-2007

Copyright © 1995 by University of Illinois Board of Trustees.

Authors and publishers have granted permission for copies of this work or parts of this work to be reproduced, provided that (1) copies are distributed at or below the cost of reproduction; (2) the author, the publication, and the University of Illinois College of Agriculture and the relevant division within the College are identified; and (3) proper notice of copyright is affixed to each copy.

The information provided in this publication is for educational purposes only. References to commercial products or trade names do not constitute an endorsement by the University of Illinois and do not imply discrimination against other similar products.

Prepared by D.H. Lattz, C.E. Cagley, Clark Roberts, and Irene Chow
of the Department of Agricultural Economics

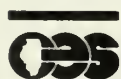
Urbana, Illinois

September 1995

Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of Agriculture. DONALD L. UCHTMANN, Director, Cooperative Extension Service, University of Illinois at Urbana-Champaign. The Illinois Cooperative Extension Service provides equal opportunities in programs and employment.

4M—9-95—Crouse—FW

University of Illinois at Urbana-Champaign
College of Agriculture
Cooperative Extension Service
69 Mumford Hall
1301 West Gregory Drive
Urbana, Illinois 61801



**Illinois
Cooperative
Extension
Service**

Helping You
Put Knowledge to Work

University of Illinois
at Urbana-Champaign
College of Agriculture